The Black Cat

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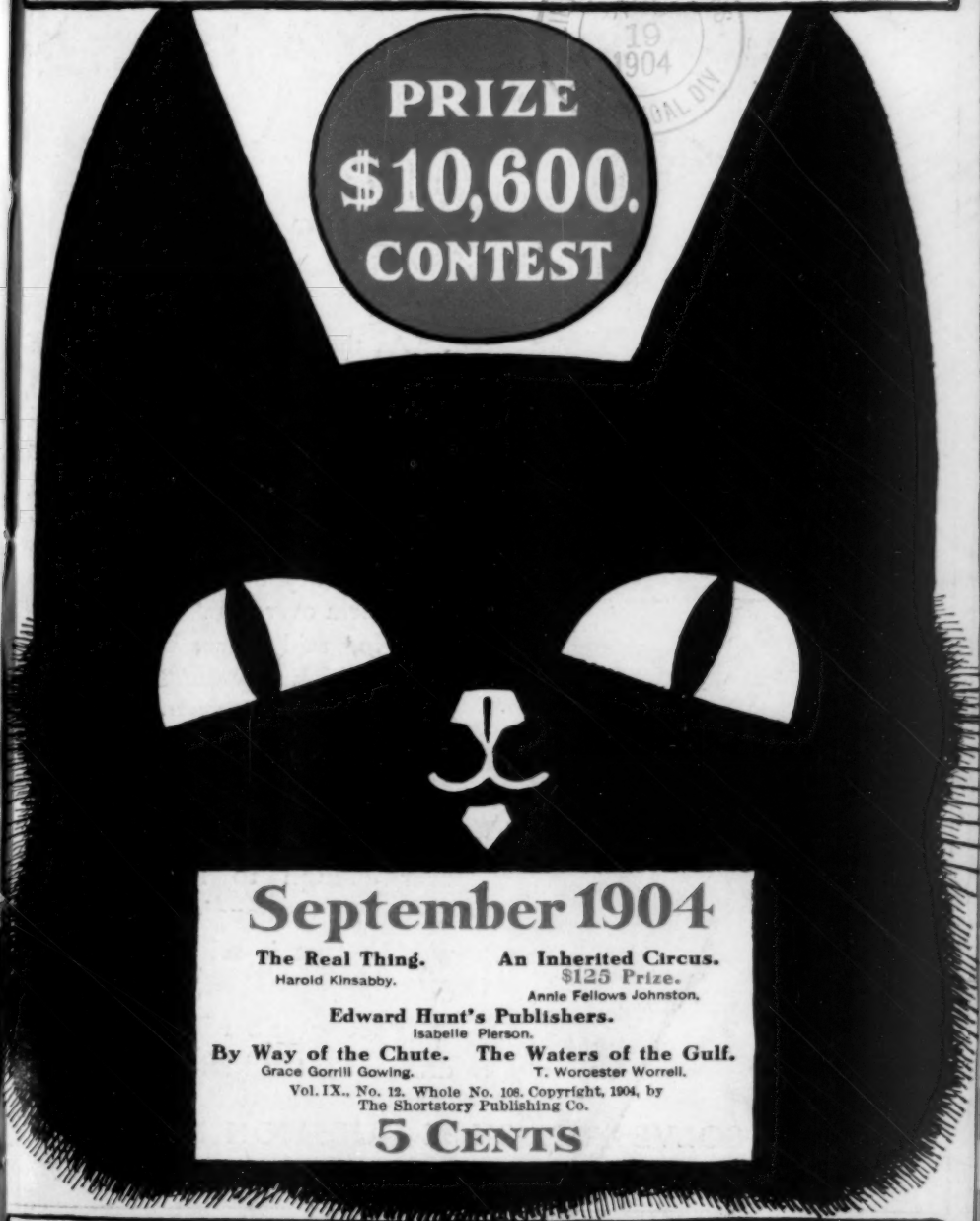

September 1904

The Real Thing.
Harold Kinsabby.

An Inherited Circus.
$125 Prize.
Annie Fellows Johnston.

Edward Hunt's Publishers.
Isabelle Pierson.

By Way of the Chute.
Grace Gorrill Gowing.

The Waters of the Gulf.
T. Worcester Worrell.

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5 CENTS

THE SHORTSTORY PUBLISHING CO., 144 HIGH ST., BOSTON, MASS.

THE POINTER

A NOTE ON A POPULAR NOVEL

"As they descended the hill in the direction of Porta San Gallo, Tom looked down with approval at Mrs. Blythe's low shoes, stout without clumsiness, and loose without bigness. 'I am glad, Anne,' he said, 'that you brought over enough shoes to last. They don't know how to make them over here.'

"'No,' said Anne, indifferently; 'I don't think they do.'"

"Four Roads to Paradise." *Page 178.*

This illustration was prepared to point the moral of the quotation.

But she need not have "brought over enough to last." Sorosis shoes can be bought all over the world; that is why she was indifferent.

If you wear Sorosis, you are indifferent toward all other brands.

SOROSIS SOLVES THE SHOE-QUESTION FOREVER

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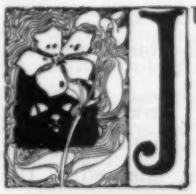
The Real Thing.*

BY HAROLD KINSABBY.



JUST before midnight on the ninth day of December in the year 1881, Malcolm Joyce, of New Haven, made the acquaintance of the real thing. Prior to that time he had been a sceptic. At the time of his startling experience, he was in San Francisco, visiting friends whose home was charmingly situated near the summit of Nob Hill, that conspicuous eminence on California Street, once the scene of "sand-lot" riots, and famous for its palaces of millionaires.

Joyce, having spent the evening with his host at a theatre party and an hour at whist, had glanced over a packet of London papers, smoked a cigar, and turned off the light preparatory to going to bed. He stepped to the large bay window of his chamber, to enjoy for a moment the impressive panorama spread below him in the sombre silence.

There before him, just across the bay, whose fantastically scattered lights of red and green serve as guiding stars to the mariner passing through the Golden Gate, lay Oakland, the beautiful city of sunny homes. To his left loomed up with awe-

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inspiring grandeur through the dim shadows the palatial residences of the immediate vicinity, each dark and silent in its solitary majesty. To the right, in the very shadow of this manifestation of Occidental millions, and but a block distant, lay acres of dismal roofs, sheltering never-ending scenes of Oriental contrast — Chinatown — with its fifty thousand souls, its underground opium joints and gambling hells, its temples of wealth and piety and dens of vice and penury.

As Joyce turned from the contemplation of the strange contrast presented by the scene, the silence of which was broken only by the ceaseless buzz of the invisible cables in the street below, he was startled by the signal gongs of two cable cars which passed each other directly in front of the house. Almost unconsciously he returned to his position at the window and paused to watch the one disappear over the summit, while the other as speedily descended the long, steep hill, so steep that its pavement, never trodden by horses' hoofs, is grass-grown in the crevices. He stood but a moment and then, realizing the lateness of the hour, turned abruptly to go to bed. As he did so, his eyes swept once more the hilltop just beyond.

Horror! Was he asleep? Did he dream? No. From the tower half-way down the hill came the first stroke of midnight, assuring him that he was awake. With an icy shudder, chained to the spot, he continued to gaze at a ghastly spectacle, clearly outlined upon the gloomy background by the light of the street lamp a block above.

He saw it moving — a human skeleton with uplifted arm and flowing shroud, all ghastly white, all too real to be mistaken, from the gleaming skull to the fluttering robe. He saw it approaching nearer and nearer — gliding swiftly and noiselessly through the air, above the middle of the street. He tried to move, but could not, — his eyes refused to leave the hideous sight. He saw it coming, closer and closer. It would pass below him, not a hundred feet away.

Determined that will and courage should conquer doubt and fear, summoning all his strength of nerve, he pressed closer to the window, so close that his face fairly touched the glass — and he saw a human skeleton soaring through the air.

Now, Malcolm Joyce was not easily frightened. No one had ever

accused him of cowardice, and they who knew him readily believed his statement that he enjoyed solitude. Yet, as he stood there in the darkness, his eyes fixed upon the vanishing figure, he felt somehow that he should welcome company, particularly the company of another not easily frightened. So strong was this impression of the occasional disadvantage of solitude that without delay he relighted the gas and stepped before the mirror. The deathly pallor and agitation that confronted him was bewildering.

As he tried to calm himself and change the current of his thoughts he recalled the "spook test" of an old hunter whom he had met in New South Wales.

This test consisted in asking oneself three questions: "Are you awake, are you sober, are you sane?" By the time these queries are propounded and answered, the ghost on trial will have proved itself an illusion.

Without hesitation Joyce answered the first two questions — he was unquestionably awake and sober. But was he in his right mind? He picked up a paper and read for a moment, but failed to grasp a single idea! He turned the page. He could read, but he could not understand! He jumped up, dazed, frightened, trembling, perspiring. Was his mind giving way under the strain it had undergone? Once more he looked at the first page of the paper before him. It was "London Punch"! He was sane!

Hardly had he satisfied himself of the success of his test, when the familiar signals of two passing cars again sounded in his ears. With the air of a man convinced that the cause of fear and suffering has been groundless, he lighted a fresh cigar, stepped briskly to the window, and, puffing slowly and regularly, calmly watched the course of the diverging cars. As the distance between them increased, he followed the one going down-hill until it had reached a point nearly two blocks distant, and then turned his attention to the summit over which the other had already disappeared.

As he sharply watched the critical spot his anxiety decreased as, after some moments, no signs of the unearthly sight appeared.

Of course, he reasoned, while the object he had beheld some ten or fifteen minutes before might never appear again, it still might have been a ghost. A sensation akin to doubt stole over him.

But, whether or not his eyes had, after all, played him a trick, he was now ready to go to bed.

He drew down the shade of the window to his left and had grasped the cord of the one directly before him, when his arm fell to his side as if paralyzed. With a loud whirr the suddenly released shade rushed upward, and there, not thirty yards in front of and below him, he beheld the shocking spectre gliding up-hill. He stood in rigid horror, held by the grim monstrosity.

Inclining slightly forward as it soared past, with bony arm upstretched to heaven, its bleached death's head bare and shining, the snowy drapery enshrouding its skeleton form in a silent flutter, it presented to Joyce's view the most horribly revolting and yet fascinating spectacle he had ever beheld, and one that he never forgot. In the face of this further proof all his doubts vanished, and he felt absolutely certain that he had seen what is here described.

But, even before the frightful object had finally passed from his view, he experienced one of those sudden revulsions of feeling by which fear becomes courage, and anxiety is followed by mental calm, and thus reconciled to a new belief, he went to bed.

When he awoke on the following morning, he decided to say nothing to any one of his strange experience until he had taken counsel with an intimate bachelor friend, a lawyer. He felt relieved, therefore, to find the breakfast chat confined to topics entirely foreign to the spirit world. Evidently none of the family had been disturbed by ghostly visions. As he looked across the table into the eyes of a bewitching girl, he almost shuddered at the fleeting thought that the gruesome nocturnal sight he had seen might have been a warning — an omen of some dread calamity that might dash forever the hope he entertained with regard to her. It was to see her again — to be at her side and, if possible, to woo her for his own — that he was in San Francisco.

Two years previous they had first met, on the opposite coast of the continent. While ranging in the Maine woods, Joyce had climbed Mount Royce and Speckle Mountain and visited the tourmaline mines, and on one of his woodland tramps had come across a college student with one foot inextricably caught in a bear trap. Fortunately, a leggin buckle and a stout branch of undergrowth,

caught at the same time, had prevented the terrible teeth of the trap from crushing the bone, and the young fellow, a brother of Joyce's future idol, was promptly released, nearly exhausted from the shock of his adventure and the fatigue of his fruitless struggles to escape.

The gratitude of the rescued youth and his parents resulted in an invitation to Joyce to visit the family, which he accepted with much alacrity, after having seen the pretty daughter of the house.

Ten o'clock found Malcolm Joyce at the office of his friend, the lawyer. He had expected Lucien Nelson to be sceptical and full of good-natured pleasantry and was therefore prepared for the reception accorded his unusual tale. He paid no attention to his friend's intimation that he had seen the ghost while under spiritual influence, rejected a proposition for a writ of ejectment to be served upon it, and finally aroused Nelson's interest and secured the promise of his co-operation in an armed attempt, to be made that night, to investigate the ghastly mystery.

Accordingly, twelve hours later, the two young men, each with a revolver, were snugly ensconced in a dark corner of the bay window of Joyce's chamber on Nob Hill. For two hours Malcolm was obliged to endure all the thinly veiled ridicule, biting sarcasm and ironical humor that a friend alone dare utter, so that when he at length turned up the light for a moment to make sure of the time, he was glad to find that a few moments more would bring the hour of midnight — the traditional time for ghostly visitations.

The sudden appearance of the cable cars that passed each other on the hill at twelve served as a signal for another outbreak of raillery on the part of Nelson, but Joyce, in no mood for further banter, kept his eyes upon the progress of the cars, searching the steep incline for the unearthly object which he hoped, yet dreaded, to behold. The downward car had not yet passed the cross-walk three blocks below, when, with a feeling of awe which he could not have described, mingled with a sort of lively satisfaction, he saw again the animated skeleton flash before his eyes. Emerging, apparently, from the very earth, in the rear and a little to the left of the departing car, it rose until its full length stood suspended in the air. Then, after a slight, wavering pause, it came gliding up the hill.

His experience of the previous night thus confirmed, he was able to control his voice and nerves as he said, coolly, to his companion, while dreading what the reply might be:

"Nelson, here's a friend of yours coming up street; better step out and speak to him."

To his immense relief, the trembling voice of his friend exclaimed at his ear:

"Great God! A ghost for sure!"

Nelson's horrified tone and perceptible shudder left no doubt of his state of mind, and it was with much satisfaction that Joyce seized the opportunity to turn several of the lawyer's gibes against him.

Ignoring these sarcasms, Nelson exclaimed again, emphatically:

"That was a ghost, as sure as I live — and I should like to see more of him."

"He'll very likely be back in ten or fifteen minutes, same as last night."

"Well, then, let's tackle him, on his way down."

They shook hands, and neither spoke again until they had reached the sidewalk, where, three blocks farther down, they concealed themselves in the deep shadows of a spacious doorway and awaited the expected return of the midnight visitant.

No one who has not had a similar experience can fully comprehend the thrill of suspense at such a time. He may have sought a human foe, in the open or in ambush, have stood guard at a solitary camp fire in the silent night, or passed a weary vigil in the jungle, prepared to meet any form of savage beast, but he is still a stranger to the sensation that comes to him who, in firm belief, awaits the coming of a midnight ghost.

As the passage of the cable cars on their trip next after midnight had heralded the return of the spectre on the previous night, Joyce warned his friend to be prepared for that event.

"After the car has gone and the coast is clear and quiet, go for it," he commanded.

"You bet!" was the answer, "and don't forget to be quick on the trigger."

At that instant a sharp tapping on a window, apparently a block above them, met their ears, and at the same time they saw

the downward car mounting the hillside. As it approached, the noise increased to a loud rattle and then suddenly stopped. The car had no sooner passed and the hill become bare than the ghost appeared at the summit, gliding swiftly in mid-air, as on the previous occasions.

"There he comes!" the watchers exclaimed together, in excited whispers. "Remember now," whispered Nelson, "the moment he gets close enough we'll rush out, and when I say, 'Shoot!' you pump lead into that snowy skull, while I ladle some pellets between his ribs. Let him have it six times in succession. And don't forget, it's got to be all accidental, — we were frenzied with fear and shot in self-defence. Don't forget that, for we may have to swear to it."

By this time the skeleton was flying toward the block in which they were concealed.

"Now, then, rush for the middle of the street!"

They rushed, experiencing an awful moment, but when still within some feet of the apparition, a dark figure, armed with a long club, darted suddenly from a doorway on the opposite side of the street, and in another moment the spectre lay prostrate on the ground. Before the ghost hunters fully realized what had happened, they stood, breathless, behind the newcomer, as he, unconscious of their presence, stooped over his fallen quarry.

"What are you doing here?" sternly demanded Nelson, grasping the ghost-destroyer by the arm. Starting at the touch, the latter sprang forward in a frantic attempt to escape, but finding himself hopelessly detained, he stood staring wildly at his captors. "Speak. What are you doing here?" repeated the lawyer.

"Him not my glost," was the meek reply, in the trembling tones of a frightened Chinaman.

"Oh, very well. Pick him up and come with us; you are our prisoner."

Without further words, the terrified Chinaman, carrying his prize, was placed between his captors and marched quickly to Kearney Street, near by, where, behind locked doors, the two friends proceeded to investigate an affair that had excited and agitated them as nothing had ever done before.

Prostrate upon the floor, flat and motionless, their previously formidable foe was no longer impressive. True, the skull and skeleton arm, chalked to a ghastly whiteness, were still suggestive of horror, but when the drapery was lifted the anatomy disclosed was of such ludicrous simplicity and harmlessness that the astonishment of the inquisitors brought a faint smile even to the pale yellow face of the frightened heathen.

Briefly described, the plan and specifications of the ghost were as follows: A human skull was securely attached to one end of a piece of inch gas pipe twelve feet long. The other end of the pipe was flattened out, to permit its passing readily through the grip slot of the cable road, and was provided with a pair of self-acting spring nippers, ingeniously constructed of nickel, and so affixed as to act in the capacity of a grip. Front and rear guards held the structure upright. Just below the skull the pipe passed through a strip of board, two feet long by three inches wide, which served as shoulders. Over this the white shroud, which fell to within two feet of the ground, was loosely draped, while to one end of the strip the skeleton arm was fastened. Lower down, at right angles with the first, was a second board, with rounded ends, which served to give the drapery a natural spread, as well as to prevent a fracture of the skull when the figure was suddenly felled by its operators, as the two friends had seen it.

"John," said Joyce, after the examination had been made, "look at these two revolvers, and then tell us what you've got to say for yourself."

"Him not my glost," repeated the Chinaman, sullenly.

"Whose is it, then?"

"Him Wun Lung glost."

"Who is Wun Lung, and where does he live?"

"Him no livee — him dead."

"Oh! So this is his ghost. Why did you knock it down?"

"Wun Lung say, 'go catchee glost.'"

"Here!" interrupted Nelson, "you just said Wun Lung was dead."

Joyce waved his hand with some impatience. "What's your name?" he continued.

"My name Sing Lo — me velly good cook — me —"

"Hold on, Lo. Nelson, I'll match you pennies to see which of us is to give Sing Lo a dollar to tell us the whole story about the ghost."

"I'll go you," grumbled the lawyer, "but it isn't good law."

"Here you are, Sing Lo. Here's your dollar — now tell us everything, and we'll let you go."

"You givee me back Wun Lung glost?"

"Yes — go ahead."

This assurance, with the sight of the broad coin and the disappearance of the pistols, worked wonders with the hitherto quaking and evasive laundryman, and in his best English and most straightforward manner — circumlocutory as it was — he related the particulars of an interesting tale.

It appeared that Wun Lung — whose mortal remains the ingenious contrivance captured had been meant to simulate — had been the proprietor of a laundry on Dupont Street, a profitable spot, the site of which appealed to Michael O'Brien, a local politician, as very desirable for the location of a saloon, but his offer to purchase was declined and his threats disregarded. The disappointed Irishman therefore proceeded to extreme measures, broke up the laundry and shot the owner, who was Sing Lo's employer, but was promptly released with a five-dollar fine by a compatriot on the bench, on the ground of self-defense. When O'Brien established his residence and saloon on the dead Chinaman's premises, a junior Wun Lung conceived the ingenious idea of frightening the murderer away with the "ghost" of his victim. The ghastly dummy was constructed and sent flying up and down the hill at midnight, being attached to and removed from the cable by Sing Lo and his fellow-laundryman, Ah Wing, while Wun Lung himself roused the saloon keeper from drunken slumber by a sharp tapping on his window by means of a "tick-tack," as boys call an ingenious combination of string, pin, and nail. The appeal to the fears of O'Brien and the identity of the spectre were emphasized by the solitary bleached hand of the apparition, the departed Wun having had but a single arm during the latter years of his life.

"Why did your friend make this contrivance of nickel?" asked Nelson, with the instinctive inquisitiveness of his legal training.

Sing Lo grinned as he replied:

"Wun Lung say, 'Put-um nickel in slot, Ilishman see-um glost.'"

With an additional dollar, designated by Nelson as "witness fees," and with his late employer's ghost under his arm, the Chinaman was released and drifted out into the darkness of Chinatown.

Half an hour later, Joyce was on his way to the home of his friends. He paused a moment at Dupont Street, and there, near the corner, read the following sign:

MICHAEL O'BRIEN

CHOICE WINES AND LIQUORS

Some few months afterwards, on returning from his honeymoon, which was passed among the grand scenery of Washington and Oregon, he found himself again near the corner of Dupont Street, with his bride. With a start of remembrance and recognition, he looked up. The imposing black and gold of the liquor sign had disappeared, and in its place, in gold and red, a smaller board bore the significant inscription:

WUN LUNG

CHINESE LAUNDRY

It was evident to Malcolm Joyce that on the night of his memorable adventure Mr. Michael O'Brien had taken the bony semblance of his celestial victim for The Real Thing.

An Inherited Circus.*

BY ANNIE FELLOWS JOHNSTON.

ONLY one question was asked in the streets of Gentryville that afternoon, and it was asked from the Court-house Square to the last corner grocery in the straggling outskirts:

"If *you* were an undertaker like Wexley Snathers, and had a circus left to you by will, what would you do with it?" When the question was worn threadbare in business circles, it was taken home to bandy around the village supper-tables, with the final insistent emphasis, "Well, what *would* you do, anyhow, if you were in Wex Snathers's place?"

It would have been an intense relief to the man in question if the village could have settled the problem for him. Nothing had ever weighed so heavily upon him, not even the responsibilities of his first personally conducted funeral occasion.

All the afternoon he sat in the rear of his little coffin shop, floundering again and again through the confusing phrases of a legal document spread out before him. It notified him of the death of one Mortimer Napoleon Bennet, a travelling showman, who had left him heir to possessions valued at several thousands of dollars.

So bewildering was the unexpected news and the legal terms in which it was conveyed, that it was some time before Wexley's slow brain grasped the fact that the deceased was not a stranger, but only red-headed "Pole" Bennet, an old playfellow, who had run away from home over thirty years before. Next, his stumpy forefinger guided his spectacles twice through the entire document before he realized that *he* was now the owner of all the ungodly goods and chattels enumerated therein.

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* The writer of this story received a cash prize of $125 in THE BLACK CAT story contest ending February 26, 1902.

"Lordy!" he groaned, as he checked off the various items 'Me, a deacon in the church, to be ownin' four gilded circus chariots and a steam calliope, to say nothin' of a trick elephant and a pair of dancin' cinnamon bears. It's downright scandalous! Pole always *was* a-gittin' me into hot water. *Meant* all right! Had a heart as big as a meetin' house, but he was at the bottom of every lickin' I ever got in my life. Mebbe not havin' any next of kin, he felt he sorter owed it to me to make me his heir."

Again his finger travelled slowly down the page to the clause in which three freaks connected with the side shows were especially commended to his care — an armless dwarf and the Wild Twins of Borneo. The lawyer's letter explained that they had long been pensioners upon the bounty of the deceased, and had the promise of the dying man that "Wex" would be good to them.

"Bug the luck!" groaned the undertaker, as the full meaning of this clause also dawned upon him. "Guardeen to an armless dwarf and two wild twins of Borneo! Pole oughtn't to 'a' done me that way. I'll be the laughing stock of the town, and that'll ruin my chances forever with Sade."

Glowering over his spectacles, he leaned through the open window and spat testily out into the cluttered back yard. It was some time before he drew in his shoulders. When a diffident old bachelor has obstinately courted a girl for a decade, he naturally falls into the habit of determining every act of his life by the effect it will have upon her.

In this case he could not imagine what effect his queer legacy would have upon Sade Cooper, the comely, capable spinster of his dreams. She had made up her mind to marry Wexley Snathers some day, for in the stout, sandy-whiskered little undertaker she recognized an honest soul of rare worth. On the occasion of his latest proposal, several weeks before, she had given him the reason for her repeated refusals: —

"I never could get along with your ma, Wexley. If you had enough to keep me in one house and old Mis' Snathers in another, I might think of marrying you. But she'd try to get me under her thumb, same as she's always held you, and your pa before you, and you know I never could stand that, so you might as well save your breath on that question."

Wexley realized the hopelessness of his suit, if that was what stood in the way, and since Sade's outspoken confession he had almost prayed for an epidemic to smite the healthy little village, that the undertaking business might prove more lucrative.

Now, as he sat with his head out of the window, breathing in the sweetness of an old plum tree in bloom by the pump, he began to wonder if this unexpected legacy would not solve all his difficulties. If the circus could be made the stepping-stone for his desires without making him ridiculous, or offending Sade's Puritan conscience, then Pole would indeed have proved himself, for once, the greatest of benefactors.

The spring breeze bore to his senses the odor of the plum-blooms and the shouts of boys playing ball on the commons. "Poor old Pole!" he sighed, following the odor and the sound backward through nearly forty other springtimes, to the first and only circus he had ever attended. He and Pole had run away to see it, in days when shows were forbidden ground. How vividly he remembered the whole glittering pageant, from the gaily caparisoned horses with their nodding red plumes, down through the gilded coaches, with mirror panels, to the last painted fool, riding backward on his donkey.

The sudden opening of the shop door rang a bell above his head. He started guiltily, jerking in his head in such haste that he struck it with a bang against the window sash. His first impulse was to sweep the papers on his desk out of sight, but as he recognized the voice of the genial drummer who kept him supplied with coffin plates and trimmings, he was overpowered by a longing to unburden his soul. So strong was the desire that he yielded to it incontinently, and leaning over the counter and fixing his anxious little eyes on the drummer he almost whispered: —

"Between you and me and the gate-post, Bailey, what would *you* do if you had a circus left you by will?"

The drummer's laugh at what he supposed was intended for a joke was checked in the middle by the tragic earnestness of the questioner, who with a wiggle of his thumb beckoned him mysteriously to inspect the legal papers.

"There!" said he, "set down and give me your advice."

Seeing that the time for selling coffin-plates was not yet come, Bailey gave his attention to discovering on which side Snathers preferred the advice to fall, and being as voluble in giving advice as in the selling of goods, it was not long before he had nearly convinced his customer that, as a side-line to the undertaking business, there was nothing on earth so desirable as a circus. "Sell it?" he exclaimed in conclusion, "Not by a jugful! It will make your fortune, Snathers, sure."

"But it will make talk," protested Wex, going back to his first argument with the provoking tenacity of slow minds. "I'm afraid it will hurt the undertaking, for there'll be them as will say they wouldn't have a showman performin' the last solemn rites for them, an' there'll be others to say a man has no right to carry on a business that's a stumblin' block and an offense." He was thinking of Sade.

"Oh, that doesn't cut any ice," answered the drummer, cheerfully, as he closed the door behind him, "Go in and win!"

The news travelled fast and before dark Wex had been advised to sell his circus, to run it on shares, to have the animals killed and stuffed as a nucleus for a village museum. He was assured of success, warned of ignominious failure, congratulated on his luck and condoled with for the burden laid upon him. He was admonished that it was his Christian duty to refuse the legacy, and told by his next visitor that he would be a darn fool if he did.

He had aged visibly when he reached home, where he knew the news had preceded him by the voice of his mother in the kitchen, high and shrill above the sputter of the frying fat. She stood, hawk-eyed and hawk-nosed, fork in hand, talking to some one in the back door.

"Well," she was saying, decidedly, "there was never a Snathers yit, far as I know, that even went to a circus, and no son of mine shall own one if I have *my* say."

The answering voice was as decided as her own, provokingly cool and deliberate, but the sweetest of all sounds to the anxious eavesdropper. He flushed to the roots of his sandy hair and clutched nervously at his stubby beard. It was Sade's voice.

She had heard the news and had run in the back way, in neighborly village fashion, to ask if it were really true. He waited breathlessly for her answer: —

"And *I* think Wex'd feel he was flying straight into the face of Providence not to make all he could out of it, even if he had to run it himself for awhile." Then, startled by the sneeze that betrayed Wexley's presence, she said good-bye so hurriedly that he had only a glimpse of a white sunbonnet, fluttering around the corner.

Armed with this sanction, Wexley called that evening at the Cooper cottage, where Sade kept house for a decrepit great-aunt. But she had heard wild rumors in the meantime — the possibility of his adopting the armless dwarf and the wild twins of Borneo, in case the show business did not pay. But on being anxiously assured that there was nothing whatever to fear in that direction if she would only marry him, she confessed that she did not approve of his running a circus any more than his mother did. It was only her chronic disability to agree with old Mis' Snathers that made her say it.

So it was with a sorely troubled heart and brain that Wexley took up the burden of life again next day. He had a funeral to conduct at ten o'clock, and he began it in such an absent-minded way that he might have made scandalous mistakes, had not the officiating clergyman's text — Jeremiah, xii: 9, — delivered in a high, nasal drawl, brought him to a sudden decision: "Mine heritage is unto me as a speckled bird. The birds round about are against her." Yes, even Sade! And such is the perversity of human nature that it stirred him to espouse the cause of his speckled bird. As he led the slow procession out to the cemetery, something followed him other than the hearse and the long line of carriages; — in that shadowy procession of fancy, black hearse-plumes gave place to the nod, nodding of red-plumed chariot horses. If there was anything Wexley Snathers particularly prided himself upon, it was the effective arrangement of funeral processions, and at the tempting thought of the scope for his genius circus parades would afford, the battle with his conscience was won. All the past called out loudly not to venture on any road where Pole Bennet's feet had left a track, but three days

later — hoping that old Mr. Hill would hold on to life until his return — the troubled undertaker locked the door of his little coffin shop and fared forth to claim his heritage.

It is not often that a dying man leaves his earthly affairs so thoroughly provided for as did Napoleon Bennet, yet that astute showman reckoned without an important element of his problem when he thought to put the armless dwarf in his old playfellow's care. He had not counted on the twist in her little warped brain, — a superstitious dread that amounted almost to mania. She was afraid of undertakers or anything connected with their gruesome business. A cold terror seized her when she learned she was about to fall into the hands of a man on intimate terms with Death and his pale horse and, with the cunning of her kind, she began laying plans that would work his undoing.

Wexley first saw her sitting on a table, practising her one accomplishment, writing her autograph with her toes. "Be thankful for your arms. Jane Hutchins," she penned in round, childish script.

"Blest if it ain't better than I could do myself with both hands," declared Wexley, admiringly. Then, remembering what Pole had promised about his being good to the tiny creature, he patted her kindly on the head. She drew back with an inarticulate cry of alarm, turning upon him the face of a woman of thirty. A wild look of aversion gleamed in her little beady eyes.

It was the man's turn to draw back perplexed. He was beginning to feel like a fish out of water — powerless to cope with the emergencies of the show business. His employees had not been long in taking his measure. The fat lady, the living skeleton and the leading clown, after looking him over, decamped to accept the offer of a rival showman. "He's too soft a snap for *me* to leave!" said one of the acrobats. "Why, old skull-and-cross-bones doesn't know any more about this business than a white kitten. Didn't even know he'd have to get a license to show, or the whole lay-out would be attached."

Wexley, overhearing the conversation, grew weak in the knees. He was rapidly becoming disillusioned. He had been disappointed in the street parade. All the remembered glamour was lacking. It looked tawdry and silly to his mature eyes, and he was ashamed

to be seen with it. He had just learned that the wild twins had never seen Borneo, but were only tattooed half-witted orphans whom Pole had picked up, and were not even brothers. He was puzzled to know how he had incurred the uncanny little dwarf's displeasure, but he would have been still more puzzled could he have heard her whispering hoarsely to the twins of Borneo, as she held their frightened eyes fixed on hers in a fascinated gaze: —

"Remember, you promised to do it to-night. You know just how to unlock the cages. He's a graveyard man, and if you don't let the lion eat him up, he'll put you in a box and screw the cover down." Here her voice sank to a series of husky, terrifying groans. "He'll — bury — you! In — a — deep — black — hole! And you'll *never — get — out!*"

Before dark Wexley had called on Pole's lawyer. "Advertise it for sale at half-price," he said. "I'm plumb disgusted, and want to get home. If to-night's performance hadn't been advertised so big, I wouldn't risk tryin' to give it. I'm dead sure it'll be a failure."

. . . . . .

Of that evening's performance, all that he could subsequently relate was this: "The calliope was playin', and everybody was clappin' and cheerin', and I was wavin' my old hat and cheerin' too, so pleased that the performance was turning out a success, when that old elephant, Lulu, stopped short in the ring and began to trumpet. That sorter paralyzed me. I felt in my bones that something was wrong. Then the smoke began to pour in, and somebody yelled the lion was loose. Then everything seemed to go wild. There was shoutin' and yellin' and an awful stampede. In the mix-up I got a twisted ankle, and somebody stepped on my head. That's the last thing I knew till morning."

In the morning he was lying on a hospital cot, his head bandaged and his ankle in a plaster cast. Sam McCarthy, the lion tamer, his arm in a sling, had come to inquire about him.

"Well, we found out how it happened," he told Wexley. "It was Jane's doings — the little minx actually boasted of it. She struck matches with her toes and set fire to the straw in a dozen places. How those gibbering Borneo idiots ever let the lion out

is more than *I* know, but they're strong as wildcats at times. She says she made 'em do it; — never could have happened in Bennet's time."

"I know," replied Wex, wearily. "I 'spose it was my fault that everythin' was left at loose ends, but it was all so confusin'. They didn't save much out of the wreck, did they?"

"No; we were too far out for the volunteer engine company to get there in time. Old Lulu's left, and the calliope. They got that out, and the dancing bears and the horses. But such things as coaches, clothes, and fol-de-rols are done for, — and several people who were hurt are going to bring suit."

The undertaker closed his eyes and groaned. "And no insurance. All Gentryville would have to die off before I could raise money enough to pull me out now," he murmured. "I might have known that, living or dead, Pole would get me into trouble! McCarthy!" he exclaimed, starting up, "I wish you'd send that lawyer down here to me. I want to get shut of the whole blamed business before sundown. It ought to be settled before I get any worse."

. . . . . .

There was a crowd around the bulletin-board of the Gentryville *Chronicle*, bearing a paragraph from one of the big city dailies. People stopped to read, and pushed on with shocked faces to tell their neighbors that Wexley Snathers, trying to stop the stampede at the burning of his circus, had been fatally trampled and had since died in the hospital from internal injuries.

Old Mrs. Snathers sat in her darkened house, tense and wild-eyed, not knowing at what hour Wexley's mangled body might be laid before her. Sade refused to believe the report, until confronted with the staring headlines in which Wexley's name appeared in huge black letters. Then her remorse and self-reproach were almost more than she could endure.

. . . . . .

It was towards night of the third day after the appearance of the bulletin that the train pulling into Gentryville bore among its passengers a tired-looking man on crutches. His head was bandaged, and his gray linen duster bore marks of a long journey.

Climbing down the steps farthest from the station, he swung himself along on his crutches toward the little coffin shop, and the smell of varnish that met him on entering was like the greeting of an old friend. Ignorant of the impression current about his death, he had gone first to the shop to get his bearings before meeting the eye and tongue of the village public.

Sitting beside the open back window, his first feeling was one of relief. The circus was a thing of the past. The lawyer had assured him that by some hook or crook, best known to his profession, he could undertake to settle all suits to the satisfaction of his client. He had also undertaken to consign the freaks to some public institution for the feeble-minded, and for his services he was willing to accept the very things that had grown to be the bane of Wexley's existence, — the remnants of the circus.

Here he was at last, a free man, although with a sore head and a sprained ankle. The next thought was not so pleasant. He was farther from winning Sade than he had ever been before, by the whole amount of his doctors' bills and travelling expenses. Had it not been for his feeling that it was almost sacrilege to curse a dead man, he would then and there have anathematized Pole with a glad heart but with a vicious gnashing of teeth.

As he sat there in the deepening spring twilight, a tall comely figure came through the little gate at the side of his shop and started across his back yard. It was the short cut towards his home. He started forward eagerly as he recognized the familiar outlines in the dusk, and the slow sweep of skirts. He did not stop to wonder why she should be going to his mother's just then. His only feeling was joy that his eyes rested upon her. It seemed years since he had seen her last. He knocked on the window-pane to attract her attention.

"Sade! Oh, Sade!" he cried, leaning out of the window, his linen duster gleaming ghostly gray in the twilight.

The startling apparition, looming thus suddenly out of the coffin shop, froze the woman's very soul. With a terrified cry she sank weakly in a heap on the ground, and sat there shivering and gibbering, tears of fright streaming down her cold face.

"Lord 'a' mercy, Sade! What's the matter?" he cried, stumbling over his crutches in his haste to unbolt the back door and

get to her. As he attempted to raise her she fell limply against him, fainting.

"'Be thankful for your arms. Jane Hutchins,'" chuckled Wexley under his breath, as he realized that for the first time in his long wooing his arms were actually around her, and he half carried, half dragged her to the door-step.

Sade was not given to hysterics, but her fright at seeing what she supposed was Wexley's spirit, and the relief at finding him so very much in the flesh kept her sobbing and laughing alternately for some time. And the time was all too short for the man who listened to her tearful confession of remorse. As he helped her to her feet he said solemnly: "I'll forgive Pole now for all the trouble he ever got me into. Since this circus affair has made you change your mind, it's the best job he ever did in his life."

He repeated the remark to his mother afterwards. "Humph! you hain't lived with her yit," she sniffed. Wexley whistled softly as he rubbed up his best sample coffin-plate, with which he intended to adorn the parlor wall, as is the fashion of Gentryville. He would hang it up on his wedding day, in grateful memory of his benefactor, with the name "Mortimer Napoleon Bennet" engraved upon it. At present it bore on its shining surface in large ornate letters only the inscription, "Rest in Peace."

Edward Hunt's Publishers.*

BY ISABELLE PIERSON.

IT was near the close of the short November day, and I was reaching up to turn on the electric light, when Mr. Davis, my friend and chief, paused beside my desk.

"Have you heard from Edward Hunt?" he asked.

"A new story — better than anything he has given us. He has taken no notice of my letters, however."

"I'll warrant you, Harris, he is a queerer genius than any you ever interviewed in your reporter days," Mr. Davis said.

"I am confident of that," I answered, without reviewing former experiences. "I wish I could get hold of him for five minutes or more."

"You'd better make it more," Mr. Davis suggested. "November is not the pleasantest month in which to take a vacation," he went on, "but you've stayed by the stuff all summer, and if you care to combine pleasure with business, you may as well run up to Pine Corners and spend a week or ten days getting acquainted with our friend there. You'll have a fine opportunity to do some shooting as well."

"If I can be spared that long," I began, doubtfully.

"There is no reason why you cannot. I shall expect you to get something big from Edward Hunt. Search his waste-basket. Talk him into a serial. Get his consent to a collection of short stories — anything you can. He's a genius, and we evidently have a monopoly of him."

So it came about that two days later I found myself surrounded by a company of idlers who, with rolls of calico and barrels of molasses, along with the odor of stale codfish, served to give character to the one store at Pine Corners, interviewing the post-

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master and storekeeper, a quiet, elderly man, who stood behind his pigeonholes and courteously answered my questions.

"Mr. Hunt? He lives at Rockdale, twelve miles down the valley road. Yes, you can hire a wheel of Hank Ammermon, the blacksmith, though the stage goes down there at six o'clock. No, Mr. Hunt never comes here himself, a young lady, his niece I believe, comes on her wheel to get the mail. Yes, there's a post-office at Rockdale. I don't know why they use this. The old man's mighty queer, I guess."

I thanked my informant, and, after securing a wheel from the blacksmith, rode down the valley between twisted fences where blackberry vines sprawled their briery lengths along the gray rails, and clumps of brilliant sumach vied in color with the poisonous mercury that stretched in scarlet masses at the edges of the corn-fields. Yellow pumpkins gleamed between the stacked corn-stalks, and here and there among the bare branches the forest trees on the hillsides flaunted banners of autumnal glory. It was all very beautiful, and I found myself growing enthusiastic over New York State in November. As I passed beneath some pine trees I detected a note of warning in the sighing of the wind among the branches, and for the first time noticed that a coming storm was darkening the rosy haze of the Indian summer. I had been watching a small church spire that gleamed white against a background of autumn coloring, and a turn in the road revealed a tiny village resting at the foot of the hills. "Rockdale, of course," I said, and waited for a lumbering wagon, filled with barrels, to overtake me.

"Hunt?" the driver said, without stopping his horses. "That's his house there on the hill. You'll have to go through that field to get to it. I must get home. It's going to rain."

He drove noisily on, and the wind blew cold in a sudden gale over a country grown strangely sombre and dreary. The milk-weed bushes on the roadside rattled their empty pods dismally, for the vandal wind had stolen away their white children.

As I pushed my wheel up the bank and into the field the narrow path became suddenly speckled with large rain-drops. They slipped along the hazel branches and fell with a cold splash against my wheel and on my hands.

Near the top of the hill I paused in amazement. Before me was a comfortable, old-fashioned farmhouse, broad and low, like many others I had passed in my ride, but some one had taken the gray stone of the hills and had built what seemed to be a Gothic hall or chapel. Stately and beautiful it towered above the modest old dwelling at its side, its high arched windows looking out from the branches of a splendid old elm tree. As I looked, a young girl stepped from the doorway of the farmhouse out on the low porch. There were sprays of golden-rod at her belt, and their gold seemed to shine again in the brown of her hair. I saw that one soft strand was being blown across her cheek, and noticed the strength and grace of the slender form as she stood poised before the wind.

"It is beginning to rain now, uncle. You are a good weather prophet. How could you know this morning that a storm was coming?"

She called to some one within the house, and then turning, saw me. I hastened forward and presented my card. "I came to see Mr. Hunt," I began, "I represent his publishers."

"Yes, I understand," she said, interrupting me and speaking quickly, while her eyes dilated as if she had been startled. "Please do not speak of this to my uncle. Do not mention his work until I can explain. We shall be glad to give you shelter. Uncle Edward, this is Mr. Clark from New York. He came near being caught in the rain."

She handed my card to an elderly man who had come to the door. To my astonishment he read it with no sign of recognition; but turned to me with fine courtesy and said: "You are welcome Mr. Clark. We have few visitors here. Will you come in? You see it is raining hard now. You would not have had time to have reached the village without getting wet."

Seated in a cozy parlor, with the rain beating outside, I had ample opportunity to observe my host, and was in no way disappointed in the man whose work had done so much for the magazine I represented. I looked with admiration at the splendid head, covered with soft white hair, so long as to be almost shaggy. His beard was white; and from beneath heavy gray eyebrows looked dark eyes filled with a dreamy expression, as if they saw much that was beyond the ken of other eyes.

"No;" he said, in answer to a question of mine. "Our hills are too far removed from the towns to have been discovered by the summer people. I am selfish enough to wish their solitude to remain unbroken; but I fear the life here is a lonely one for my niece, though Marian never complains. She is my brother's daughter, and she came here from college to cheer her old hermit of an uncle." He smiled most lovingly into the girl's eyes.

"The task has been a pleasant one," she said, rising. "Shall we go to the sitting-room? I think it is warmer there."

Pushing aside the heavy curtains that hung at one end of the parlor, she led the way into a room somewhat smaller; but very daintily and comfortably furnished.

"You see, Marian has been making the house over," the old man said, touching the sofa pillows piled high on a couch by the window.

"You have my colors here," I said, picking up the orange and black pillow.

"How delightful!" Miss Hunt exclaimed. "I've always liked them. These are mine, and there uncle has his!"

We talked of college and university life while the twilight deepened and the rain fell outside. An old colored man brought in lights and stirred the fire burning in an open grate.

"Jackson, tell Ophelia to have supper a little earlier to-night. I have an engagement," Mr. Hunt said to the old servant.

"Oh! uncle, must you go to-night?" remonstrated his niece. "I want you here."

"My dear, it is very important. Mr. Clark will excuse me. You can entertain him, and Jackson will show him his room. You see, sir," turning to me, "I am to meet some friends and I must not disappoint them. Matters of profound importance are to be decided to-night."

"Do you expect many?" Marian asked.

"Eight or ten, possibly a dozen," was the answer. "Now, my dear, can you not give us some music?"

Pushing back the curtains Marian went to the piano in the parlor and began to play softly. I had not recovered from my amazement at the old man's words, and I sat wondering about his friends. Whom could he expect on so stormy a night? Was it

possible that such a man could find a dozen congenial companions in this remote place? And what were the matters of importance to be decided?

I abruptly ceased to ponder these questions, for the girl in the next room was singing. Her voice was contralto, rich and sympathetic in quality, and must have been carefully cultivated. I at once gave myself over to the pleasure of listening to her. Hungry as I was after my ride I almost resented the interruption when the old colored man announced supper. Marian came back into the sitting-room, smiling and blinking a little in the light. We followed her to a low-ceiled dining-room, where we were waited upon by a stout, good-natured negress, evidently Jackson's wife. I had travelled in the South and recognized several of the dishes served as decidedly Southern. I noticed now that a slight peculiarity in the speech of these people was suggestive of the South. My host grew quiet and abstracted as the meal progressed, and at its close excused himself and hurried away.

"Does he go far? It is raining very hard," I said, looking to Marian for some solution to the mystery.

"He does not go out at all," she said. "He meets his friends in the library. There is a closed passage leading to it."

She had grown pale and her eyes were troubled. When we were again in the sitting-room she turned to me with the abrupt query, "Does my uncle appear to you to be insane?"

Startling as was this question, I managed to answer with composure, "Not at all."

"I can never believe he is insane," she went on, speaking slowly, "and yet, the guests he expects to-night, and whom he often entertains, are ghosts — the spirits of men who once lived on this earth and who died, some of them, centuries ago."

I could only hold on to the arms of my chair and stare at her as she continued: "They have formed a great literary federation. All the great writers who have lived from the beginning of time belong to it. Somewhere in the other world they are writing and publishing their work for a spirit world to read."

There was a little hysterical catch in her voice and her gray eyes were very dark and beautiful.

"Sometimes I think it must be true, it is all so real to my

uncle. He writes only for them, and he believes that all he has written has been published there in the spirit world. He is greatly honored in that while he is still a mortal, they have made him one of them."

"But we have been printing his stories for nearly three years," I said.

"I sent them to you," she answered, the color coming back to her face. "I stole into his library and borrowed his manuscripts and copied them. I afterward returned them. He has hundreds of them tied up and packed away."

"And he knows nothing of the fame they have brought him?"

"He cares nothing for earthly fame. He knows his work is good; but he has always refused to send it to a publisher. He believes that everything he has written has been published in another world, and that he ranks very high there." She smiled as she went on.

"Spirits, however, do not pay in material currency, and my uncle had spent all his fortune on his library. My father had left me enough to carry me through college; but feeling sure that I in time must earn my own living, I studied stenography and typewriting. My only relatives were a maiden aunt, my mother's sister, living in the South, and my uncle here. My aunt invited me to live with her, but when I came up here on a visit I saw how very much my uncle needed me. He had brought Jackson and Ophelia North with him years before, and they had done the best they could for him; but the place looked very forlorn and comfortless. Uncle had thought only of his library. I had not been here three months when I discovered that his bank account was very low. I tried to talk with him about it; but he was very busy working on a story of Florence in Dante's time, and Dante was giving him particulars about the city and people. Fancy having a friendly chat with the ghost of the Florentine poet!"

Marian laughed, and I said, "It is strange, but his genius in depicting scenes in almost every century of the Christian era is marvelous."

"I know it," she answered, "but I had thought it was because of his reading. He lives among his books and his mind is so

constantly on them and on his work that he seems to have lost all interest in practical matters of every-day life. I saw that it would soon be a question of bread and butter for us all, so I took matters into my own hands. I had brought my typewriter with me and, watching my opportunity, I took several of Uncle Edward's manuscripts from his library and copied them and sent them to you. Your firm paid so well for them that I have been sending others ever since. I used the post-office at Pine Corners, and uncle has never suspected it. It has been all my own secret and I am glad to tell it to some one." She drew a long sigh as if of relief, and settled back in her chair.

"I am more than glad to share the secret," I said. "We have felt that there was something unusual about Edward Hunt, and I came up here to learn what I could. It seemed our right as his publishers. I should like to see his library. Do you think he will invite me there?"

"I am sure he will not. He holds it sacred to his visitors from the other world; but I do not think it will be wrong for me to show it to you. If we have an opportunity we will go there to-morrow. Shall I call Jackson to show you your room? You must be tired after your journey."

All through the next day the storm continued with increased fury. Mr. Hunt treated me at breakfast with kindly courtesy, and for a while seemed interested in what I had to say of the city, and of events just then taking the attention of the nation and of the world; but it was impossible to arouse him for any length of time and before the meal was over he had become lost in his own thoughts.

"I shall be very busy to-day, Mr. Clark," he said. "In addition to some work that must be finished, I have an engagement with my publishers. I trust that you will remain some time with us. My little girl is often lonely and your visit will cheer her. She will no doubt find some way to entertain you. You could sing to him, Marian."

She laughed as he turned to her with the suggestion. "You old dear," she said, patting his hand lovingly. "Do you think every one is as fond of hearing me sing as you are?"

We did not see him again that day; but if pleasant companion-

ship can make a paradise I thought I had found mine. The day seemed all too short, and when evening came we were sitting together by the fireside, and the thought uppermost in my mind was, "I have known her always, for she is my ideal woman. I have seen her often in my dreams."

After a time Mr. Hunt came from his library and sat with us. He looked white and worn, and Marian said anxiously, "You are not well, dear, you have worked too hard. You look so tired!"

"My work is done now," he said wearily. "It was very important."

At the office we had often felt the mystery of this man's life, though we knew nothing of him, and now, sitting face to face with him in the warm glow of the firelight, I felt that sense of mystery deepen. After a time he rose to go to his room.

"I must go to bed; I am very tired" he said. "Marian, will you tell Jackson that I wish him to sleep in my room to-night?"

"He never has Jackson sleep there when he is well," Marian said anxiously after he had gone.

"He has worked steadily all day, and is probably only tired," I said, trying to reassure her.

The evening was growing late; but we still lingered by the fire. Then an idea came to me. Would you — could we visit the library now?" I asked. "He may be there all day to-morrow."

"True, we may not have another chance," she said thoughtfully, "Yes, I think we may go now."

On the mantel were two fine old brass candlesticks. Marian took one of these, saying, "We will each take a candle; then we shall not have to light uncle's lamp."

I lighted the other candle and we started, a procession of two, through the parlor, across the hall, along a narrow corridor to three steps leading to a Gothic door at the end. Here my guide paused and turned to me, with one hand holding the folds of her dress as she prepared to ascend the steps. The light from the candle glorified the waves of brown hair and accentuated the beauty of the straight brows and gray eyes.

"Lo, the door of mysteries!" she said, "But your candle is out! You may light it from mine. You didn't carry it straight."

She touched my candle with the yellow flame of hers, and, ascending the steps, softly opened the door. Following her I stepped into a room so spacious, and with a ceiling so lofty, I stood amazed. Everywhere was a suggestion of the Gothic. All about the walls were bookcases filled with books. Above them hung beautiful paintings, while here and there the light half revealed an exquisite marble or costly bronze. I turned to Marian with an unspoken question. She smiled. "He had this room built years ago. He gradually gathered the books. His fortune is here."

She placed her candle on a writing-table in the centre of the room. I noticed that the table was of mahogany, and paused to examine the rich carvings representing delicate scrolls and finished at intervals with grotesque heads.

He entertains his friends about this table," she said, pointing to a number of chairs in position as if their occupants had carelessly pushed them back upon rising.

"You are sure no one has been here?" I asked, "No one from the village?"

"My uncle has only acquaintances about here, and if people call they are entertained in the parlor — never here."

I was examining the shelves of books when she moved toward the corner of the room where stood a tall clock.

"Will you bring your candle here please? The manuscripts are all in the old clock, and in this chest."

I raised the cover of a brass-bound chest, and found it filled with packages of closely written paper.

"Some of these I have copied for you. Many of them I have not read. You have had all these in the clock. She pulled open the clock door, and, with the interest one feels in original manuscripts, the contents of which have become famous, I looked over the white rolls which had been tucked in among the weights of the silent old clock. As we handled the manuscripts there was a metallic sound above our heads, and the clock began to tick slowly and majestically. It was as if an inanimate thing had suddenly come to life and spoken. We started and looked at each other.

"It hasn't ticked before in years," Marian said. "We must have started it going when we moved the weights."

She closed the door and we stood looking at the face of the clock. Both hands pointed to twelve. I took out my watch. "It is almost right," I said. "I have five minutes to twelve." Then as we stood there, still looking at the clock, though no sound save its loud ticking reached my ears, I knew that something was occurring back of me, and an instinctive consciousness that we were not the only persons in the room took possession of me. As I turned I upset the candle I had placed on the floor, and extinguished the light, leaving our end of the room in darkness. At that moment I felt Marian's hand grip my arm, and we stood together, silent and breathless. The light Marian had left on the table threw a yellow sheen over its polished surface. Seated about the table, on the line where the darkness strangled the light, were nine vague figures of men dressed in the different styles of different centuries. It seemed to me that I had in some way known them; and yet, as I looked at them, I was baffled by the fact that though they seemed to be men, they were after all but dim outlines. They were all looking toward the door, and in an expectant way, as if some one would join them ere long.

Suddenly the whole company rose to their feet. There was a movement forward as if in welcome, and then I saw for an instant the face of the new-comer. I heard a low, half gasping cry at my side, and turned quickly to Marian, who had staggered back, half fainting, against the clock. When I again looked toward the centre of the room, I saw none of that strange company. Only the candle glimmered on the polished table, half revealing the carved heads and flickering faintly over the rows of books. I supported Marian to a chair and waited for her to recover, hardly daring to speak lest the terms of endearment that sprang to my lips should escape me. The clock had stopped.

"It was Uncle Edward," Marian said after a moment, "and he has gone away with them. Did you see him?"

"You are shivering. It is very cold here," I said, evading the question. "We must go back to the fire."

As I lifted the candle the light shone on a bust of Shakespeare, and I saw again the face of one of our strange guests.

I hurried Marian back to the cozy sitting-room, and stirred the fire until I had awakened a cheery blaze; but even then the thing

we had seen did not grow less real. "He has gone with them. He must be dead," Marian said.

"Psychologists say the spirit sometimes leaves the body during sleep," I argued lamely. "He will wake in the morning as usual."

"But he looked just as they did," Marian persisted. "And didn't you see how eagerly they waited for him, and how they disappeared as soon as he came? Oh!" she finished, with a hysterical laugh, "they seem as real as if they were not ghosts."

At that moment we heard the sound of a heavy, unsteady footstep, as if some one staggered rather than walked down the stairs and along the hall. The door leading from the dining-room opened, and Jackson stood before us, a wild, half-dressed figure, his black face working, his eyes rolling, his knees shaking so he could hardly stand.

"Massa, he daid! Massa, he daid!" he wailed over and over.

Marian hid her face in her hands. "I was sure of it," she moaned.

I quickly got Jackson into a chair, and persuaded him to tell me in few words what had happened. He had been lying on a couch, he said, but had not gone to sleep, when he saw his master rise and quietly leave the room. Then, as he raised himself and looked toward the bed, he saw that his master was still there, apparently asleep. He rose and went to the bed, only to find the still form lifeless.

"We must go to him," I said quickly. He may be only ill. Take me to his room. Miss Marian, will you remain here?"

"No; oh, no!" she said, rising, "I must go with you; perhaps I can be of use." She led the way up the stairs to her uncle's room. There was no doubt left in my mind after a brief examination. I knew that Edward Hunt was dead. But Marian wanted to send for a physician, and as the old colored man still trembled and seemed unfit to go, I started out in search of one, after calling Ophelia to care for her young mistress.

I had no great difficulty in finding the village doctor, and he at once returned through the rain with me. Mr. Hunt had been dead since midnight, he said. He promised to send his sister to remain with Marian until her aunt should come from the South.

"You will stay, will you not?" Marian said to me the next day. "He liked and trusted you, and I am sure he would want you to stay, and" — a delicate color came into her pale cheeks — "it will help me to have you here."

I consented readily enough, and Marian allowed me to take full charge of everything connected with the funeral. When the aunt, a sweet faced, refined elderly woman, came, she accepted my presence there as a matter of course, and seemed to consider me a family friend.

When we had buried Edward Hunt among the graves surrounding the church of the white steeple, I returned to the office, and Marian went South with her aunt, leaving the old farmhouse and splendid library with its books and statues, its rare paintings and valuable manuscripts, all of which she had inherited from her uncle, in charge of Jackson and Ophelia, who were to have a home in the old house as long as they lived.

Six months later I went South to claim Marian for my own, and together we travelled North to her old home beneath the Gothic windows.

"It may have been the power of a thought," I said, as I stood with my wife in the library, and we tried to explain the phenomenon we had witnessed there. "He believed that he was in communion with the great literary men of other times. He believed that he had their friendship, and that at his death he would join them, and had probably pictured his reception by them. At the moment of his death he was able to project the picture before us here where he believed the meeting would take place. You have studied psychic phenomena — does not this seem plausible?"

"Yes," she said, "and yet — I shall always feel that they were really here."

"And I shall feel," I said, taking her in my arms, "that it does not matter whether they were spirits from another world or phantoms of your uncle's brain, since they helped me to win my wife."

By Way of the Chute.*

BY GRACE GORRILL GOWING.

THE highway of the logs from the forested ridge to the lake was a bark-rubbed chute. All through the resin-scented summer days, the logs chased one another madly down the incline, threw themselves high in air as they felt the cooling waters of the lake, and, falling, rested on its broad bosom.

In the camp at the top of the chute, cook-house odors, mingling familiarly with forest scents, proclaimed the nearness of the supper hour. The donkey engine, from its roughly planked housing, puffed and snorted and strained as it wound the great cable over the drum. Slowly, slowly, the lengths of the cable glided up the hill, coil upon coil, the engine laid them by, till, creaking with weight of freight and passengers, the heavy logging sled crawled up the last few rods of its journey from the lake, and came to a standstill amidst the group awaiting its arrival. With a whirr and a rattle the engine finished its work.

In the front of the sled, half leaning against its load of crates and boxes, stood a man and a woman, fit children of the woods about them. In the repose of the man's body lay a mighty strength, while she beside him breathed rugged beauty. In the eyes of one alone in the group gleamed recognition, sinister eyes, the only feature in his face left untouched by a deep fire scar. Her glance unconsciously halted on his disfigurement, then passed him by, for this seamed face had no place in her memory.

The newcomers, living to themselves in a shack, removed, perhaps, a quarter of a mile from the men's quarters, wove a net of reserve around their daily life which soon led to murmuring conjecture. That Adam Blake, as he called himself, was not his right name seemed understood from the first; that he was the right sort was also understood from the day he took his place

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among them. And they treated him with the respect which lies low under a rough exterior. As for Joan, his wife, no one was ever heard to mention her lightly save Pedro, he of the scarred face, and then he spoke low, when none of the big men were near. But when he listened to the talk of how Adam did this great thing or that, or how Joan, when the boy of the gang was mangled by a crashing tree, carried him in her powerful arms into her own cabin, and cared for him, his unsightly face twisted into mirth. And though the men hungered to thrash him, he kept quiet and gave them no open cause.

It was a strange life at the camp. During the summer months the men, shut in by the forest, lived like one great family, their only communication being by way of the chute. But when winter, giving rest to the trees, drove them out, they scattered, to work, many to wander, and few to return to the old camp. And yet many a story which a man thought buried, crept in like a ghost by his side. So it was with Pedro.

. . . . . .

The outline of the cabin was slowly merging into the shadows. Adam was off on extra work, while Joan, utilizing the remnant of daylight, spaded lustily, turning the brown leaf mold in her strip of garden. A scarlet runner, the only stranger among her wild plants, rubbed elbows with a shiny Prince's-feather fern, and nodded from its dizzy height at a spicy Yerba Buena, sprawling lazily at its feet. Joan, stooping to tear away a brown leaf, heard a footstep on the path.

"These plants are fairly jumping out of the earth," she called without turning. "That's because I take such good care of them, Adam. Adam," she repeated, "That comes quite naturally, now."

"And why shouldn't Adam come naturally?" insinuated the voice belonging to the footsteps.

Half kneeling, as she was, she turned as though jerked about. Out of his scarred face, Pedro's eyes glowed at her.

"Would Silas be easier to say? Silas Martin?" he queried.

Slowly she stood and faced him. The name he spoke touched that past in Adam's life which they had striven to hide, a time when he had been disgraced before men by circumstantial evidence,

and the lying word of one Pedro Letti. Staring at the man before her, dominated for the instant by the instinct of one at bay, she reached for the spade, where it stood upright in the soft earth. She stood fully two inches above the man before her, yet, as her strong fingers gripped the spade handle, he grinned at her.

"Not so savage; remember Adam."

Her mood changed suddenly. "Who are you, and what do you know of him?" she demanded.

"I'm Pedro, 'Pretty Pedro,' eh? when you jilted me over the range yonder," with a thumb gesture over his shoulder.

"You, *you?*" she broke in. There was a silence, while her eyes sought familiar features under his disfigurement. "But your term —" she began, finally.

"So you and Adam thought I was out of the way. Didn't know how many months I could knock off by good behavior. But I got these beauty marks there."

Still she stared. "I didn't jilt you," she said, presently, as though her mind, dulled by surprise, was but beginning to grasp his speech. "You were nothing to me." Then she thought of his old-time vanity — his jealousy which had led him to implicate Adam in his own crime — and again of the night, five years before, when Adam, taking justice in his own hands, had escaped to come to her. But she knew that, though guiltless in the eyes of his fellow-men, Law and Justice, should they find him out, still would hold him criminal.

For the first time her eyes left his face, and travelled slowly to his feet. A green inch-worm humped itself jerkily across his boot. Looking down, he, too, saw it, and in the forest silence they watched with absorbing interest its uneven course. When it had reached the ground in safety, the man raised his foot and crushed it.

"Well?" he queried.

"Well," she repeated dully, for the hope that had begun to form out of her tangled misery of thought was gone. It was not his purpose to clear Adam.

A month later the ghost of Pedro's and Adam's story had risen by the camp fire. Pedro was known as a jail bird, and while his name was bandied about with many an oath, contempt and wonder

were busy on his account. Let a man do his killing and pay his price, well and good; but let him drag an innocent man with him — and such they believed Silas Martin to be — and he was cursed for a coward. So far they reasoned logically, but what cut short their logic was his apparent friendliness with Joan.

After their first meeting he had come often to the cabin, when Adam was away, and Joan had seen his love smouldering in his eyes long before he spoke. But while the days stretched long with dread of him, she dared not send him away. Instinct told her that with all in the camp save him, Adam's story would be safe. As the weeks crawled by he managed to see much of her, and because he said no word of love nor mentioned Adam's escape, her fear of him lessened. If he made reparation by silence, she must at least be kind, so at every meeting her reserve thawed, and in her fear lest she should be unjust, she showed him more kindness than she realized.

She was standing in the door when he came one day and, with an effort, she hid her disappointment that he was not Adam.

"All the men are not off, yet?" she inquired, and the shade of wistfulness was not lost. She turned, as she spoke, bending back into the cabin, as if to search for something, for she did not wish to see his extended hand.

"Some, not all," he answered, shortly. He was intent on the blending curves of her womanhood, as she leaned through a band of yellowing sunlight.

"Some," he repeated, with a tightening of his breath.

Her startled gaze recalled him. "It's Saturday night, you know," he said, looking away from her into the clearing. "Some have gone down on the sled — to load," he added in explanation. As she made no comment, he continued: "Queer thing happened to-day. A great peeler started down the chute, and half way down, where a new hand had been putting in a section of timber, it caught, and there it'll stick till Monday morning." He spoke, with his eyes upon her, but his mind far from his words.

She stirred uneasily. She would not ask him into the cabin, and he seemed content to lean by the door and look at her.

"Suppose we sit on the porch," she ventured. Fear for Adam roused a sensation she had never know before. Fearful of over-

pleasing or, worse, of angering this man, she could not be natural. She was restless, uncertain, almost timid in his presence.

He felt the change in her and interpreted it wrongly.

"Suppose we stay inside," he said softly. Stepping swiftly over the threshold, he shut the door behind him. The band of sunlight had slipped away; the shadows had slunk into the cabin and crouched in every cranny. He heard the catch of her breath.

"Open that door," she commanded, in a voice stretched tense by strong anger held back.

Mechanically he turned and raised his hand to the latch. For the moment, her power, with all indecision gone, controlled him. He stepped upon the porch.

"Now go," she said, and as her words fell upon him, the bonds of her anger loosened. "Go! And if ever your ugly face comes my way again — God! I could kill you."

Then the man turned toward her.

"My — ugly — face," he repeated. He measured her deliberately. "One more day I'll give you, and then you'll come to me, or Adam will go back. They've hunted for him, but those who could lay finger on him hid him — lied for him. But now it's up to you."

Numb with anger and contempt she listened.

"Stands up and takes her medicine," he sneered. "To-morrow night I'll wait for you across the clearing — no, I'll wait half-way down the chute, by that log that's stuck."

She answered not.

"Damn your independence!" he muttered. "That's what makes me want you."

Still erect in the doorway, she watched him tramp down the path and into the wood-road. Then she stumbled inside and barred the door. Her anger was gone, leaving her weak and helpless as a child.

"Adam," she moaned, "Adam! Adam!" and she fumbled her way to the bunk in the corner. His coat lay sprawled on the blanket where he had thrown it. She pulled it to her, and crouching, hugged it in her arms. She smoothed its rough folds, caressed it, for it seemed to breathe of him. With a quivering sigh she laid it back on the bed.

For many minutes, writhing in the darkness, she fought the grief of a strong woman. Every tender thought of him she beat back, crushed it into the blackness of her misery, till it seemed to her she was lead, body and mind an unfeeling weight. Finally she remembered that Adam was coming, that nothing was ready for him, and with habit-guided hands she built the fire, made ready the supper and placed it on the table. Still he did not come, and with a fear lest she should again remember, she worked on, sweeping the floor, putting everything to rights in the cabin, working, working, hurrying to keep ahead of her thoughts, until his quick tread sounded on the path. For a second she listened, then, in a tumult of dread, shrank into a corner away from the light.

"Joan, Joan," he called, fumbling at the door, "what are you all locked in for?"

With her forehead pressed against the rough wall, her hands twisting and clenching her apron, she waited. "No, no," she muttered. "If I see him I can't leave him. I can't — I — "

"Joan!" The sharp anxiety in his voice roused her. She crossed the room, and, pulling up the heavy bar, opened the door. She stood before him, her hands nervously plucking at the folds of his flannel shirt, her eyes down that he might not read the misery in them. Then her hands stole up, over his close-clipped hair, over his face, with the soft touch of a blind person who would see a well-loved one. And so she made her silent good-bye.

. . . . . .

Through the night and the first morning hours, she struggled with the dread of what was before her. Facing her sacrifice in all its hideous detail, she weakened for a time. Then the whole force of her love for Adam came upon her, and gave her strength. Herself for Adam's freedom, far more to give than life, and yet it should be given.

Worn with the struggle, she left the cabin and walked down the path, along the road with its ragged border of dust-laden asters and sun-browned goldenrod, into the shade of the forest — a skeleton forest, from which all the vigorous, straight-limbed trees were gone, leaving only the stumps and striplings. Half a mile into the wood, she caught a glint of the lake, lying far below. With quickening steps she turned out of the road, and brushing

through the sparse undergrowth, heedless of clinging thorns, went down the steep incline, with slipping, stumbling steps. A strange desire possessed her, that desire which leads one to tamper with pain. Turning at right angles along the hillside, she walked toward the chute. The log was half-way down, he had said. She would look at it while she was still free to come and go. A few yards farther, and looking ahead and down, she could see a section of the smooth, greased trough, the huge trunk of a sugar pine, the upper end, hidden by a scrub growth in front of her, resting in its slippery grasp. Arrested mid-way in its plunge, held captive by a rough joint in the trough, it lay. The power of an engine, or the force of a man's foot might send it grinding down to the lake. Urged by the morbid interest a man condemned might take in the erection of his gallows, she pushed aside the branches, and, struggling through, stood beside the chute.

So near that she had but to put out her arm to touch him, lay a man, stretched prone upon the bank, close to the ribbed side of the log. His arms were folded, his face hidden in them. Even so, she knew him, and, with recognition, her one idea was to get away before he could see her. Still a few hours remained before she was to meet him, and, dreary as they had looked, they were priceless when she thought of those to come. Instinctively she knew, should he see her now, that those hours would be denied her. A hurried glance showed her that her only chance to slip quietly away was to pass him, follow up the chute a few yards, till she reached an opening in the brush. With her eyes on his bent head, she made a stealthy motion forward. A stone turned under her foot. Still he did not stir. For a second she looked down to pick her next step, then cautiously she advanced one foot — both feet. She must press close by him to escape the clutching twigs. With a side glance she bent forward, but, even as she did so, his head turned and he opened his eyes full upon her. Cornered between him and the brush, she went neither forward nor back.

A few seconds he looked at her. For in fear or anger or love, she was one upon whom men could feed their eyes, with little need for speaking. She stood now, her eyes wide, her lips parted, her head slightly lowered, as she pressed back into the prodding bushes. She could not move without coming nearer to him. But

even as he looked, she raised her head defiantly. As for him, he realized the advantage of his position and held it.

"So," he said, half rising on his elbow, "you couldn't wait till the time — you came early." A pause, then: "Why did you come, I wonder? As I did, to look on the place we should meet to-night?"

She made no reply, and suddenly his mocking manner left him.

"Joan," he said, eagerly, "Why did you come now? Is it love, Joan? I had thought — you haven't been so offish lately till last night."

"Love and *you!*" she interrupted.

"As you like," he growled. "Hate and me, if you will, but *me*, Joan."

With a swift motion she attempted to pass him, but, clutching her skirt, he held her.

"Not so fast!" he muttered.

"God! Let me go!" she panted. "It's not time — not time I will not come."

"My time," he answered. Still keeping his hold on her, he made as if to rise, but his coat, catching on a splintered knot of the great log in the flume, held him. Jerking about to free himself, he put his shoulder to the log. There was a quiver, a rasping groan of bark on bark, and the tree moved. The shock of his weight against it, the diminishing endurance of the obstacle which blocked it, either might have precipitated its descent. It moved slowly, and, realizing no danger, he made as if to slip from his coat, but, as he bent forward, its motion quickened. An oath burst from him. As he struggled the log careened, throwing him half over its side, and there he hung. For a breathing space his startled eyes rested on the woman's face, and even in that eternal second, he read a flashing hatred mingled with its horror. Then, trimming, with its helpless freight, the forest giant shot forward and roared down the polished ways, while the woman watched — then listened to its mighty meeting with the waters

The Waters of the Gulf.*

BY T. WORCESTER WORRELL.

HAT a tableau! There, knee deep in water, stood the Rector, book in hand, prepared to read the service for the dying; with bowed heads, some kneeling in the flood, were grouped the men and women who that morning had set out so gaily from the Texan capital; a deserted train; a helpless man beneath the foot-board of an overturned engine; a rising tide that soon must still the victim's gasping.

"Jack, don't let me drown!"

"No, Pard."

A dreadful storm has swept low-lying Texas. The waters of the Gulf, outspread for miles, are gathering their tithes of town and ranch and living thing. The turbid flood has reached the road-bed of the "G. & A." Summit lies a good ten miles behind us — 'tis only five to Crockett. What are five miles to us! Do we not have the fastest engine and the finest train in Lone Star State?

A jolt — a sudden stop! The conductor hurries forward through our car. Two cowboys join the trainmen by our derailed engine. "We'll have a tedious wait, that's all — no danger threatens." Good humor reigns; a new experience enjoyable to tell.

What caused that monstrous wave — that screeching hiss?

By Heaven, the sodden ground has given way; the engine's overturned. "Is no one hurt?" No — yes! A cowboy crushed to earth — he cannot rise.

"Help! Help!" The train is emptied. There is no help. The strength of all this company would not suffice to move the iron monster. The man is doomed! The water laves his chest; it laps his throat; it rises still!

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"Jack, don't let me drown!"

"No, Pard," and a sinewy, sun-browned hand draws forth a pistol from its holster.

The man of God invokes Divine assistance; the water seals its victim's lips.

Jack gropes under water till he finds his comrade's hand — a gentle pressure — a mute farewell. He cocks his pistol and, pressing its muzzle against the head that I support, he turns his face away. The service is begun. A piercing scream!

"Peace, woman!"

"He shall not die — he can he saved! Come, help me!"

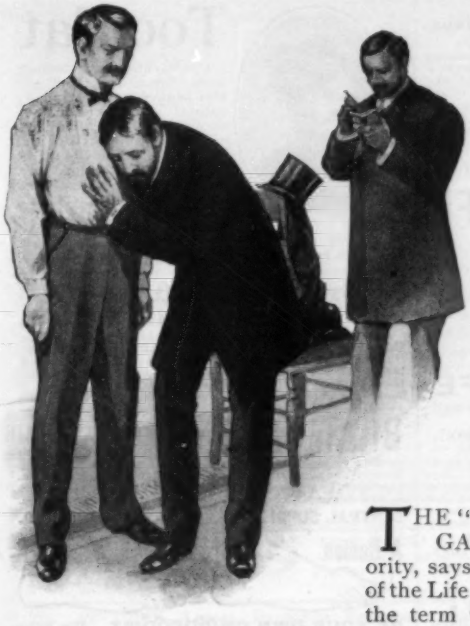
All is wild confusion. Women shriek, men rush aimlessly around. A few, regaining their wits, follow the young teacher to the train, and they almost instantly return, bearing a box of clay. She, with swift, accustomed fingers, covers the head of the unfortunate man and upwards molds a cylinder that shuts out the water. The man is saved!

Led by the Rector we sing "Praise God, from whom all blessings flow" with a fervency and a meaning that I never before experienced.

. . . . . .

The waters rose a few inches and then subsided rapidly. A wrecking train arrived and "Pard" was released.

There can be but one ending to a tale like this. No man can put asunder the two souls brought together by the Waters of the Gulf.



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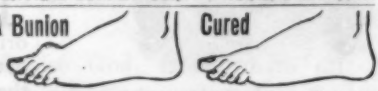

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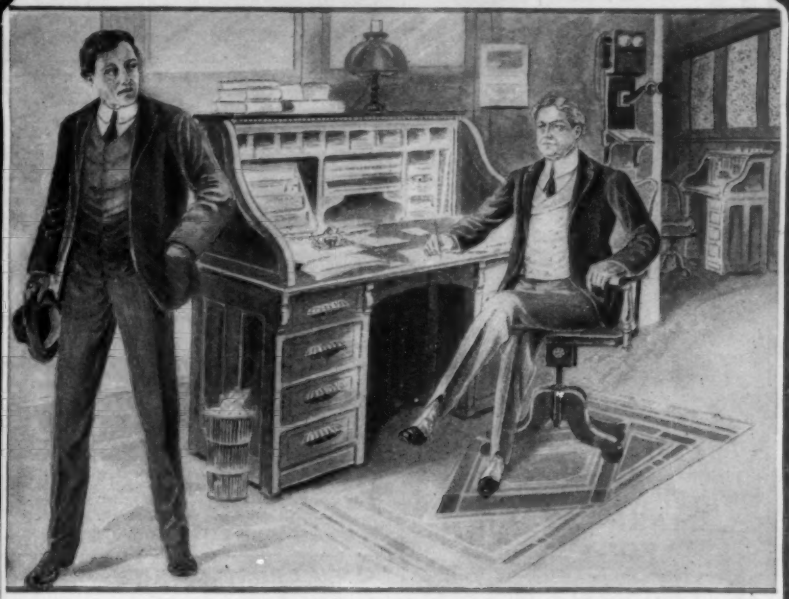

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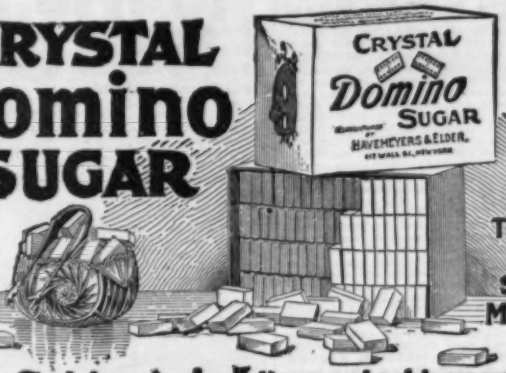

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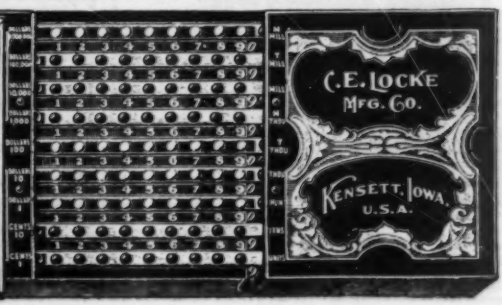

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Unlike the great majority of companies which sell stock to buy and pay for their properties, The Golden Rod sells **Treasury Stock only** and for active development work and machinery.

You can buy this stock for a very limited time at

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Capital stock 1,500,000 shares, par value $1.00 full paid, non-assessable, 80 per cent. or 1,200,000 shares treasury stock. There are no **debts,** no **bonds** and no **salaried officers.**

This is no "wildcat" scheme, but an honest bona-fide mining proposition which you will do well to investigate. Write for prospectus No. 408, Map and Engineer's Reports. Booklet, "How to Judge Mining Stocks," free.

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DR. CHASE'S BLOOD AND NERVE FOOD.
Write me about your case. Advice and proof of cures
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People are buying more by mail than ever before; one mail-order house does a business of a million dollars monthly; another receives 2,000 letters daily, nearly all containing money; mail-order trading is unquestionably the business method of the future. The field is large, the possibilities unlimited. Let us send you our plan (free) for starting beginners; it covers every point.

CENTRAL SUPPLY CO., 1020 Grand Ave., Kansas City, Mo.

6% for 7 Years And Then

100 Per Ct. Every Year

For More than a Lifetime.

The 6 per cent. per annum for 7 years (equal to 42 per cent. of your principal) is guaranteed by a disinterested and responsible Trust company. The 100 per cent. per year thereafter is assured upon the maturing of a product as indispensable to our modern civilization as wheat, cotton, or coal; which can be sold every day in the year, in every market in the world, and at a staple price that has been steadily advancing for many years.

No such proposition as this has ever before been presented to you. Every person who has $200 or more to invest should investigate this offer.

Our facts and figures are proven by U. S. Government reports. The plan is absolutely unique and perfectly safeguarded; all we ask is a chance to show it to you.

On an investment of $1000 this offer means a return of $60 per year for seven years ($420), and then an income of $1000 or more per year permanently for you or your heirs.

Our literature explains our plan fully and concisely, and proves every statement. We will send it to you immediately on request.

Mutual Production Company,
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PAYING MINING, OIL, TIMBER, SMELTER, AND INDUSTRIAL STOCKS making possible LARGE INTEREST and PROFITS, listed and unlisted, our specialty. Booklets giving full information mailed free on application.

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PAIR of KIDS FREE

and They are Good Ones, Too. Usual retail price is $1.50. To help us introduce our **New Flavoring Extracts** among your friends we will give you a pair of real good kid gloves for selling only one dozen extracts at 20 cents each. They sell readily and once bought are always asked for again so you can make a permanent and growing business. Sell only 3 dozen for a Dress Skirt, Rug or Mackintosh.

No Money Required—We Trust You.

Lay This Magazine Down And Write Us Now.

We will send you at once one dozen assorted Flavoring Extracts to commence with, all charges paid, also our Catalogue, showing many articles you can easily and quickly earn by selling one dozen up to thirty dozen. We guarantee our extracts to give satisfaction. If you can't sell them we will take them back, but there's NO CAN'T about it, **YOU CAN.** **PETERSON & CO.,**

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AN OPPORTUNITY.

Through a remarkable system of profit-sharing investment certificates, which are practically first mortgage bonds, six great industrial enterprises in St. Louis working co-operatively have increased their business over one thousand per cent., and their resources from a few thousands to over three millions in real estate, buildings and tangible property in three years. The investors in those certificates received during the past year alone (1902) a total of 48 per cent. in profits on their investment. **Under this plan the investor can withdraw part or all of his investment at ANY time he wishes, the same as though deposited in a savings bank, and takes absolutely no risk.** During 1902, three of these enterprises were a heavy source of expense. Now all of them are developed to the point of large profits. One of them started four years ago is the largest of its sort in the world, owns one of the finest buildings in the country, and has assets of a million and a half dollars and has **no indebtedness.** A new issue of these certificates which promises to be even more successful than the last, has recently been made in order to develop a new enterprise. **The nature of the plan makes it necessary to scatter these certificates widely, and in small sums owing to the privilege the investor has of withdrawing his investment at a moment's notice** which would require a large reserve of idle money to be kept on hand, if the securities were sold locally. If you have from $10.00 to $5,000 you wish to invest where **you can withdraw it instantly in cash,** where it will be absolutely secure, where it will pay you 6 per cent. per annum guaranteed, and payable quarterly, and an equal share with the stockholders in the yearly profits **without** the stockholders risk. Send for Book C, and bank references of

THE DEVELOPMENT & INVESTMENT CO., St. Louis, Missouri.

Makes Women Beautiful

Marvelous development accomplished by the new and wonderful "Vestro" method of enlarging the Female Bust.

Flat-chested and unattractive women are quickly developed into commanding figures that excite wonderment and admiration.

A new and surprisingly effective home treatment has been discovered that enlarges the female bust at least six inches. Women who are not lacking in this respect will not be particularly interested, but those who by some unfortunate circumstance of health or occupation are deficient in this development will be very much fascinated by the peculiar prominence achieved by the treatment. It is called "Vestro" and is controlled by the well known Aurum Medicine Co.

There is no doubt about the marvellous power of this new treatment to develop the bust to a gratifying extent. Any lady who wishes to know more about Vestro should send her name and address to the Aurum Medicine Co. They will send free, in plain sealed envelope by mail, a new "beauty book" they have just prepared, also photographs from life showing the actual development induced and a great number of testimonials from physicians, chemists, and prominent ladies all commending the wonderful and remarkable power of Vestro to enlarge the bust no matter how flat the chest may be. Do not fail to write at once. The beauty book and portraits will delight you. All you need do is to send name and address and a two-cent stamp to pay postage. Address

AURUM MEDICINE CO., Dept. D. A., 55 State St., Chicago.

EYE BOOK FREE!

Tells how all Eye and Ear Diseases may be cured at home at small cost by mild medicines. Its handsomely illustrated, full of valuable information, and should be read by every sufferer from any eye or ear trouble. This book is written by Dr. Curts, originator of the world-famed Mild Medicine Method, which without knife or pain speedily cures most hopeless cases. Dr. Curts offers to send this Book absolutely FREE to all who write for it. Address, Dr. F. Geo. Curts, 353 Shukert Bldg., Kansas City, Mo

Free Hair Grower.

MISS EMMA EMOND, of St. Sauveur, Quebec, Can., before and after using Foso Treatment.

A trial package of a new and wonderful remedy mailed free to convince people it actually grows hair, stops hair falling out, removes dandruff and quickly restores luxuriant growth to shining scalps, eyebrows and eyelashes. Send your name and address to the Altenheim Medical Dispensary, 100 Foso Bldg., Cincinnati, Ohio, for a free trial package, enclosing a 2c. stamp to cover postage. Write to-day.

BREEZY STORIES WANTED

1,500 to 5,000 words. Must be realistic. Full particulars and sample copy, 10 cents. YOUNG'S MAGAZINE, 622 M. and Ex. Building, N. Y.

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A SUCCESSFUL SONG will MAKE YOU RICH. We write music to your words, complete and arrange compositions. **Groom Music Co., Steinway Hall, Chicago.**

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having fancywork to sell, Doilies, Centerpieces, Battenberg and Drawn work; all kinds fancywork bought and sold; send stamped envelope to LADIES EXCHANGE, Dept. S, 34 Monroe St., Chicago

BE YOUR OWN CHIROPODIST. We have a handsome 20-page illustrated booklet on "How to have Easy, Healthy, Shapely Feet," which we will mail to any address for a 2c. stamp. Bunions CAN be cured. The booklet tells you how to do it in your own home without cutting and without the slightest inconvenience. It also tells about the prevention and removal of corns, ingrowing toe-nails and the treatment of all kinds of foot troubles. Agents.

FOOT REMEDY CO., Suite 547, 59 Dearborn St., Chicago.

Darken Your Gray Hair

DUBY'S OZARK HERBS

DUBY'S OZARK HERBS restore gray, streaked or faded hair to its natural color, beauty and softness. Prevents the hair from falling out, promotes its growth, cures and prevents dandruff, and gives the hair a soft, glossy and healthy appearance. **IT WILL NOT STAIN THE SCALP,** is not sticky or dirty, contains no sugar of lead, nitrate silver, copperas, or poisons of any kind, but is composed of roots, herbs, barks and flowers. **PACKAGE MAKES ONE PINT.** It will produce the most luxuriant tresses from dry, coarse and wiry hair, and bring back the color it originally was before it turned gray. Full size package sent by mail, postpaid, for 25 cents.

OZARK HERB CO., Block 18, St. Louis, Mo.

A CURE FOR ASTHMA.

Asthma sufferers need no longer leave home and business in order to be cured. Nature has produced a vegetable remedy that will permanently cure Asthma and all diseases of the lungs and bronchial tubes. Having tested its wonderful curative powers in thousands of cases (with a record of 90 per cent. permanently cured), and desiring to relieve human suffering, I will send free of charge to all sufferers from Asthma, Consumption, Catarrh, Bronchitis, and nervous diseases, this recipe in German, French, or English, with full directions for preparing and using. Sent by mail. Address with stamp, naming this paper, W. A. Noyes, 847 Powers Block, Rochester, N. Y.

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OPIUM and **LAUDANUM** habits cured by **OPACURA**, a painless home treatment, endorsed and used by leading physicians. **A TRIAL TREATMENT** sufficient to convince you it **WILL CURE**, sent **FREE**, with book of testimonials sealed. Correspondence Confidential.

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MORPHINE and LIQUOR Habits Cured. Sanatorium Established 1875. Thousands having failed elsewhere have been cured by us. Treatment can be taken at home. Write

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Your Fat **REDUCED 5 pounds weekly by my Guaranteed Home treatment.** No starving, no wrinkles or discomfort. It **Purifies the Blood** and gives you health, clear skin and good figure. Endorsed by Physicians. Write for my new book telling all about it. Mailed in plain sealed letter **free.**

Address Mrs. B. K. Stockham, Box 916, New York City

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to do piece work at their homes. We furnish all material and pay from $7 to $12 weekly. Experience unnecessary. Send stamped envelope to ROYAL CO., Dept B. C., 34 Monroe St., Chicago, Ills.

Short Story Prizes.

Write for terms. Address,

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Reduce Your Fat

but don't ruin your stomach with a lot of useless drugs and patent medicines. Send to Prof. F. J. Kellogg, 627 Kellogg Bldg. Battle Creek, Mich., for a free trial package of a treatment that will reduce your weight to normal without diet or drugs. The treatment is perfectly safe, natural and scientific. It takes off the big stomach, gives the heart freedom, enables the lungs to expand naturally, and you will feel a hundred times better the first day you try this wonderful home treatment.

NERVE-FORCE

is a Home Remedy; a noble UNGUENT for external application. It is founded upon the principle that Suffering, Premature Decline and Premature Death are the direct, and indirect, result of

DORMANT CIRCULATION;

that rescue is assured only by re-establishment of the CIRCULATION of Blood to normal by **directly** charging the controlling battery-cells with **an element imitating the nerve force prepared for that purpose by Nature from food and air.** This imitative element is our faithful NERVE-FORCE, and it will positively re-establish the most sluggish CIRCULATION to par. If the vital organs are intact this consummation means full restoration even in greatly complicated cases. In fact, the disentanglement of fateful complications is *only* possible **by unlocking Nature's life-current from the outside.** By the records of twenty years' work; by the Gold and Diamond Medals for life saving we have won, we prove that our NERVE-FORCE is the key. It is only by *reading* us that you can *understand* us, so we do not advertise our Remedy, but our NERVE-FORCE JOURNAL, which explains its every detail. We send this free (in plain envelope) to as many addresses of the ailing as you may send us. We are also prepared to prove (by the only evidence that should appeal to thinking men and women—unimpeachable, autographic testimony of their peers) that chronic, progressive, undermining

"Diseases," such as Paralysis, Locomotor Ataxia, Rheumatism, Neuralgia, Nervousness, Nervous Prostration, Nervous Debility, Neurasthenia, Insomnia, Growths (not cancerous), Premature Age, Shrunken Flesh, Wrinkled-Clouded Skin, Atrophy (of any part), Obesity, Indigestion, Constipation, Diarrhœa, Gall Stones (sometimes only), Catarrh, Deafness (when bones are not ankylosed and drums are intact), Head Noises, Uric Acid Poisoning, Diabetes, Kidney, Bladder, Prostatic, Liver, Lung, Stomach, Bowel, Rectal and all Blood Troubles, as well as all Troubles peculiar to women, are absolutely mastered by this logical (and only reasonable) manner of attack. We say "only reasonable" because it is fatally unreasonable to lash (or coddle) the vital organs by pouring drugs into the stomach—or to "cut" the anguished flesh in "Operations." Are you not sick and tired of stomach drugging and threats of the "knife"? Then, either for yourself or others, kindly send for our details *to-day*. They are absolutely free, and reading them entitles you to an absolutely free and perfect Diagnosis. A perfect Diagnosis means a full understanding of your case and an end to groping in the dark.

MARIE JESSIE RICE

This is a portrait of one of our *small* Patients whose life was saved by NERVE-FORCE. Her case was the "last stages of Cerebral-Meningitis." She was wasted to a skeleton and had, of course, been "given up." Her father, Mr. Edward Rice, writes the grateful Testimonial—and it is one that has brought us hundreds of kind letters from people who are of a fibre to understand the wonderful work done by the UNGUENT in this remarkable case. Her picture shows her to be "worth saving" but her burial garments were made—when Mr. Rice raced out of our offices with the package of NERVE-FORCE in his hands. We saw little Marie a few months ago—in the dainty garments shown in the picture and made by her young mother's own loving hands—*and we were thankful.* Shrouds are pitiful garments when worn by those prematurely separated from life. The same issue contains a Testimonial from the Rev. Father de Sales Luettschwager who was saved for his good work by NERVE-FORCE. Also one from Mrs. Rev. C. H. Taintor—a gloriously useful woman who is Assistant Field Secretary of a Church Building Society. A Testimonial from Mr. James Marr—who came to this country from England as an expert grower of Orchids, and was rendered useless to his employer by Locomotor Ataxia (it *is* curable) is also in the issue. He is now upon his own place making a specialty of Carnations. A Testimonial is also given from the grateful hand of Mr. John O. Baker, a Railroad Engineer cured of Rheumatism, after years of suffering and effort, by NERVE-FORCE. There are testimonials of the cure of Nervous Prostration and kindred troubles—all from earnest men and women. Some do not believe Testimonials—but these you must believe, because they bear the signatures of *good* and *noble* men and women. NERVE-FORCE is saving life upon every side. It fails, however, upon certain "Diseases" and these failures are noted in our publication. No one Remedy will cure all ailments.

We thank you for reading this P. S. to our advertisement and ask you to now read the advertisement for the second time.

Mr. and Mrs. GEO. A. CORWIN, 631 12th Ward Bank Bldg, (E. 125th St.) NEW YORK CITY

Get Rich Growing Ginseng

Immense profits are made from even very small patches, such as can be grown in a city lot.

Some big fortunes have already been made by Ginseng growers; many others are now being started, and thousands of people in the United States and Canada will reap wealth from this wonderful plant in the next few years. The cultivation of Ginseng in America is a coming industry of immense proportions. It is within your power to be one of the successful

Requires only a small patch of ground, small capital, small amount of your time.

Read the following extracts from a two-column editorial that appeared in the issue of August 22, 1903, of the Saturday Evening Post, one of the most conservative publications in the United States, entitled "Ginseng Farming; Little Gardens That Pay Big Dividends."

Fig. 1, American Ginseng. Reproduced from Bulletin 16, U. S. Dept. A, Agriculture.

Under scientific cultivation some unique discoveries have been made in regard to Ginseng. "It is quite probable," said a scientist in Washington, "that we shall discover in Ginseng some remarkable element which has hitherto been unknown to occidental science. It does not seem reasonable that the Chinese and Japanese, who are shrewd men, and in many ways deeply learned in the mysteries of nature, would for unnumbered centuries continue to use as one of their most highly prized therapeutic and prophylactic agents, a plant totally without medicinal virtue. From the humblest citizen up through all the grades of society, including men of the profoundest eastern scholarship, high officials and emperors, the inhabitants of China forages have had unlimited faith in the power of Ginseng to prevent and cure many of the ills of the body." Now that recent experiments show that the Chinese are buying the roots irrespective of their shapes, more serious inquiry is to be made into possible medicinal qualities which have escaped previous analyses

So alluring have been the promises of profit in Ginseng farming that the subject has been taken up by official agriculturalists in various parts of the United States. Many of the discoveries made will be very valuable to farmers who contemplate embarking in the Ginseng industry. As a result of the tests it is officially announced that, if all preparatory conditions be faithfully complied with, **the gross returns from an acre of Ginseng after five years of growth may exceed $24,000.** Deducting $9,000—which includes the original payment made for the plants, the amount expended on materials for constructing artificial shade, and the cost of labor in planting, cultivating and harvesting—the net profit in five years from one acre is placed at over $15,000, or $3,000 per annum. On this basis a farm of the regulation size, 160 acres, would, if planted to Ginseng, yield a net annual income of $480,000, provided the market price of the roots should remain as at present. It is pointed out that though extensive cultivation would reduce the value of Ginseng, the demand for it in China is constantly increasing. Nearly $30,000,000 worth of the plant has been exported thus far from the United States and the native supply is being rapidly exhausted. Moreover, the plant in China has been virtually exterminated, and the few districts in which it is still found have been set apart as the Emperor's private reserves.

The inducements, therefore, to embark in Ginseng cultivation, the best roots of which now readily bring from six to eight dollars a pound in America, are very great. Emphasis should be laid on the importance of first gaining a thorough knowledge of the plant's needs, for some of its habits of growth are anomalous.

If you will send two 2-cent stamps to help pay postage, we will mail you immediately our 55-page book telling all about the enormous, easily-earned profit in this wonderful plant, Ginseng, which has been marketed from its wild state for 175 years; cultivation in the United States just beginning; also copy of the current issue of our magazine, "The Ginseng Garden."

A $10 garden will yield an aggregate of $7,000 in 10 years. A Missouri man sold $25,000 worth of Ginseng from one half-acre one year. You can start a Ginseng garden for from $5 up. Ginseng is regularly quoted in the world's markets; is not perishable; price is advancing steadily and supply is rapidly failing.

The land needed for its cultivation is so very little that even a restricted city lot will hold a bed yielding hundreds of dollars annually—two square yards of ground will start you. Any one can cultivate it and little time is required. Ginseng root brings from $6 to $10 per pound in American market. Seeds and young plants bring splendid profits from American growers.

We Sell Stratified Seeds and Cultivated Plants

Our copyrighted directions, fully covering every point of cultivation of Ginseng, are sent free with each order. Better start now. Investigate at once by sending name and two 2-cent stamps for our 55-page book, telling about the wonderful and easily-earned profits of Ginseng, what others have done with it, and what you can do.

CHINESE-AMERICAN GINSENG CO., Dept. A, Scranton, Pa.

YOUR CIGARS FREE FOR A YEAR

You may have noticed the above announcement before with disbelief. We have overcome the skepticism which assails any radical departure from established trade customs. We offer you two years' smoking for the price of one; twice as many or twice as good cigars for the same money; or the same number for half the money; your favorite cigar or a better one for one-half what you pay over the counter — **A STRAIGHT 50 PER CENT SAVING FOR YOU**, any way you figure it.

All made possible since we "**BURNED OUR BRIDGES BEHIND US**" by cutting loose from the wholesalers, who had taken our product for years, and going straight over the heads of Jobber, Salesman, Retailer and all — direct to you, with the same established, time-tested brands; selling them to you by the box, at actual Jobber's or Factory prices.

Our proposition rests upon our ability to please you and thousands like you, even to the extent of building cigars especially for you, if we cannot please you from our stock.

We have done this for many years with the jobber, salesman and retailer between us, why not all the more so now, dealing direct, especially when

Saving You One-Half Your Smoking Expense?

No risk to you. **Everything** we say — **proven to you** and confirmed by **you** or **YOUR MONEY BACK.**

No expense to confirm our statements or your judgment, is there any reason for not saving yourself half your smoking expenses and having your taste pleased every time? Why give it to the long succession of "in-between" men unless that is your pet charity?

In order to get the benefit of BUYING DIRECT as soon as possible, send for our booklet "Rolled Reveries" which explains everything, or to hasten matters — we will at first send you assortments from which to make selections. For **60 Cents** an assortment of 12 cigars showing 10 cent and two-for-a-quarter values for **$5 Cents**, 12 high-grade fives; for **$1.00** a trial box of 25 cigars showing 15 ten-cent values and 10 straight five-cent cigars; for **$1.25** an assortment of 25 ten-cent and three-for-a-quarter values each separately wrapped and described, showing you how two-for-a-quarter and ten cent cigars can be bought in boxes of 25 and 50 for from four to six cents each, others from two to three cents each.

ALL TRANSPORTATION CHARGES PREPAID.

ATLANTIC HIGHLANDS, N. J. — "Am glad to say that your cigars have a way of 'hitting spots' every time, and I am fated to become a firm 'rooter.'" R. WENTWORTH FLOYD.

JOHN B. ROGERS & CO., "The Pioneers," 245 Jarvis St., Binghamton, N. Y.

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desiring to realize the Large Interest and Profits possible in legitimate Mining, Oil, Timber and Smelter Investments and Dividend-paying Industrial Stocks, listed and unlisted, should send for our Booklets, giving full information, **mailed free.**

DOUGLAS, LACEY & CO.,

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A POSTAL CARD

to us will bring you full information regarding our successful plan for the purchase of speculative and investment stocks whereby a profit is assured and loss of money absolutely impossible. No expense to the investor. Send no money to stock companies until you have seen our free booklet. **WELTNER & DUNN CORPORATION, 32 Broadway, N. Y. City.**

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MANY MAKE $2,000.00 A YEAR. You have the same chance. Start a Mail Order Business at home. We tell you how. Money coming in daily. Enormous profits. Everything furnished. Write at once for our "Starter" and FREE particulars.

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GOV'T AUCTION REVOLVERS GUNS, Swords and Military Goods. NEW and old. Bargains for use or decorating. Large illustrated 15c catalogue mailed 6c stamps. Francis Bannerman, 579 Broadway, N. Y.

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Exhausted or Debilitated Nerve Force from any Cause.

Cured by WINCHESTER'S SPECIFIC PILL

It contains no Mercury, Iron, Cantharides, or any injurious ingredient whatever.

This Pill is purely vegetable, has been tested and prescribed by physicians, and has proven to be the best, safest, and most effective treatment known to medical science for restoring Vitality, no matter how originally caused. Our remedies are the best of their kind, and contain only the best and purest ingredients that money can buy and science produce; therefore we cannot offer free samples.

Price, ONE DOLLAR per Box, by Sealed Mail.

No Humbug or Treatment Scheme.

PERSONAL OPINIONS: Dear Sirs: I have used a bottle of your Hypophosphites of Manganese for liver and kidney complaints in my own person and received much benefit, so I will enclose five dollars and will ask you to send me as much as you can by express prepaid for that amount, until we can get it through the regular channels. I am confident it is just what I have been in search of for many years. I am prescribing your Hypophosphites of Lime and Soda, and am pleased with the preparation.

Yours sincerely, DR. T. J. WEST.

I know of no remedy in the whole Materia Medica equal to your Specific Pill for Nervous Debility.—ADOLPH BEHRE, M. D., Professor of Organic Chemistry and Physiology, New York.

Send for free treatise, securely sealed.

Winchester & Co., Chemists, J. 601 Beekman Bldg., N. Y.

FOR WEAK LUNGS USE WINCHESTER'S HYPOPHOSPHITES. *Established 1858.*

DEAFNESS CURED

Louisville Man Originates a Simple Little Device That Instantly Restores the Hearing---Fits Perfectly, Comfortably and Does Not Show.

190-Page Book Free Tells All About It

Since the discovery of a Louisville man it is no longer necessary for any deaf person to carry a trumpet, a tube, or any such old-fashioned device, for it is now possible for any one to hear perfectly by a simple invention that fits in the ear and can not be detected. The honor belongs to Mr. George H. Wilson, of Louisville who was himself deaf, and now hears as well as any one. He calls it Wilson's Common Sense Ear Drum, is built on the strictest scientific principles, containing no metal of any kind, and is entirely new in every respect. It is effective even when the natural ear drums are partially or entirely destroyed, perforated, scarred, relaxed, or thickened. It fits any ear from childhood to old age, and, aside from the fact that it does not show, it never causes the hearer irritation, and can be used with comfort day or night.

It will cure deafness in any person no matter how acquired, whether from catarrh, scarlet fever, typhoid or brain fever, measles, whooping cough, gathering in the ear, shocks from artillery, or through accidents. It not only cures but stays the progress of deafness and all roaring and buzzing noises.

Let every person who needs this at once send to the company for its 190-page book, which you can have free. It describes and illustrates Wilson's Common Sense Ear Drums and contains many bona-fide letters from numerous users in the United States, Canada, Mexico, England, Scotland, Ireland, Wales, Australia, New Zealand, Tasmania, India. These letters are from people in every station in life—clergymen, physicians, lawyers, merchants, society ladies, etc.—and tell the truth about the benefits to be derived from the use of this wonderful little device; you will find among them the names of people in your own town or state, and you are at liberty to write to any of them you wish and secure their opinion as to the merits of the only scientific ear drums for restoring the hearing to its normal condition.

Write to-day and it will not be long before you are again hearing. Address for the free book and convincing evidence, Wilson Ear Drum Co., 1194 Todd Building, Louisville, Ky., U. S. A.

$1.95 BUYS A $5.00 FALL HAT

CUT THIS AD OUT and send to us, enclose $1.95 and we will send you this newest, most stylish fall and winter dress hat by express. After received, if you do not say it is a more stylish, dressier, more becoming and a handsomer hat than your milliner could possibly design and make at any price, if you and your friends do not admit that you could not buy the high grade materials and trimmings alone for our special price, if they do not say the hat is worth every cent of $5.00, you can return it to us at our expense and we will immediately return your money. **This handsome, richly designed dress hat is our own exclusive creation for the fall and winter,** positively one of the new up to date styles which will be **EXTREMELY FASHIONABLE AND BECOMING FOR YOUNG AND OLD ALIKE.**

$1.95

Write for FREE MILLINERY CATALOGUE

A GENUINE ALL SILK VELVET DRESS HAT TRIMMED IN OSTRICH FEATHERS, JET BUCKLE AND JET DROP SPANGLES. Hand made on a buckram frame, raised on both sides, drooping in back and front, a very becoming shape. The upper part of hat, crown and brim, are made of the finest quality black Faon or mirror silk velvet draped in artistic folds. The facing, as well as part of the brim, is overlaid with black taffeta silk. Directly in front and caught to the crown is a fancy jet buckle through which a twist of black Faon velvet is drawn, extends in a fold over the crown and caught to the back of brim. **TWO BLACK OSTRICH HALF PLUMES** fall gracefully over brim. Around the entire brim is a row of drop jet flitter spangles, a new and stylish trimming for the season, completing a very rich, distinctive, fashionable, and beautiful effect. The black velvetta bandeau on the left is trimmed with taffeta silk. The hat, exactly as described in black, is very rich and stylish, but it can also be ordered in brown, castor or navy blue, with exception of the **spangles, buckle and ostrich feathers, WHICH COME IN BLACK ONLY.**

$1.95 barely covers the cost of material. We make this extremely low price merely as an advertisement for our millinery department. If you order this new, stylish, richly designed fall and winter hat at **$1.95** you will be saving more than one-half in price; you will be getting one of the handsomest styles that will be shown. **A HAT THAT CARRIES CITY STYLE AND DISTINCTIVENESS IN EVERY FEATURE.**

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Wash the hair with "**California Curly Bark.**" Only a few applications necessary to make hair curly. First wash makes hair Wavy. Will not injure or change color. A box sent postpaid for $1. Sample package, 25c.

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Direct from Holland for Fall. Any one of the following sets for **10c.**, or 3 sets for **25c.** postpaid with planting directions: 2 Hyacinths, 7 Tulips, 15 Crocus, 7 Jonquils, 7 Narcissus, 12 Spanish Iris, 12 Oxalis, 8 Freesia, 10 Snowdrops, 12 Lilies of the Valley. Put out a tulip bed or plant crocus on your lawn.

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" 24 The Marvellous Adventures of Lo, the Poor Indian.
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" 26-27 Price list of bottles, jars, graduates, mailing cases, etc.
" 28 tells about printing and what a single dollar will do.
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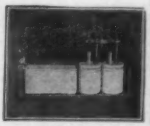

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SUPERFLUOUS HAIR

Instantly and permanently removed by **VELVINE** (nature's own remedy), leaving the skin as smooth as velvet. No matter if you have superfluous hair on the face, neck or arms, try this wonderful remedy. Contains no lime or anything injurious. Recommended by all doctors. **$1,000 REWARD IF VELVINE FAILS IN ANY CASE.** Price for large size package, **$1. Sample, 25 cents,** large enough for mild cases. Money refunded if not satisfactory.

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when it can be reduced easily, conveniently and best of all, **Safely,** by the use of

La Parle OBESITY SOAP.

This Obesity Soap (used like an ordinary soap) positively reduces fat, without dieting or gymnastics. Absolutely harmless, never fails to reduce flesh when directions are followed.

Send for book of testimonials. Box of 2 cakes sent prepaid on receipt of **$2.00.**

Norwood Chemical Co., St. James Bldg., N.Y.

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FREEDOM FROM POISON

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THE PERFECT SEASONING FOR

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It imparts a delicious flavor, gives a keen appetite and stimulates the digestion.

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We sell at wholesale prices everything for the bath room—shower baths, yokes and sprays, soap dishes, sponge racks, towel and wash cloth holders, bath seats, shampoo sprays, etc., all nickel plated, and **save you from 40 to 50 per cent.**

Special Prices now made on our **Metal Fountain Tank,**—see cut—with complete fittings. It is indestructible, antiseptic, and more economical than the rubber ones that leak, crack and decay. Write for catalogue to

WORKMAN & CO.,

81 Pearl St., Grand Rapids, Mich.

THE MAIL ORDER BUSINESS

as conducted under the direction of

CEO. R. CRAW

FRED MACEY'S SUCCESS

A man who had so little capital that he began business with only a desk in his residence, to-day is very wealthy, and employs over 50 stenographers. His name is Fred Macey, of Grand Rapids, Mich., and he is in the mail-order business.

All the great mail-order successes were made from small beginnings.

In fact, success in the mail-order business seems to come most surely to the man who starts with small capital.

Many instances of this will be given during the year in these talks.

The instance this month is that of Fred Macey, of the Macey Furniture Co., Grand Rapids, Mich.

My system of mail-order merchandising permits you to start right, in beginning a mail-order business.

It effects the co-operation of the Manufacturer with the Beginner.

I am putting the mail-order business upon a high plane. The members of my Bulletin Service of Manufacturers and Mail-Order Firms handle only goods of merit made by the best and most reliable manufacturers who quote confidential trade discounts to all members.

If my long experience as advertising manager for some of the largest firms in the United States; as a newspaper man, as an ad-writer, critic, advertising agent, as one of the editors of the Mail-Order Journal, and as the Mail-Order Editor, of the Book-keeper Magazine, of Detroit, Mich., can be of value to you, it may be had in connection with my Bulletin Service of high-class Manufacturers and Mail-Order Firms.

If you desire to engage in the mail-order business on small capital, developing the business during spare moments, with the savings from your salary, or if you have unwisely handled cheap, shoddy and scheme goods, send for my proposition.

I have no outfit to sell you, or worthless advertising space to dispose of.

Write to-day for my free booklet, "Co-operation for Profit," if you command a cash capital of at least $5r.

It will be a step toward an independent income and a lucrative, established business of your own.

Address CEO. R. CRAW,
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MANY ADVANTAGES.

Perfect in fit, never ragged or uncomfortable. Very convenient, stylish, economical. Made of fine cloth and exactly resemble linen goods. Turn down collars are reversible and give double service.

NO LAUNDRY WORK.

When soiled, discard. **Ten collars or five pairs of cuffs, 25c. By mail, 30c.** Send 6c. in U. S. stamps for sample collar or pair of cuffs. Name size and style.

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Blind 23 Years SIGHT Restored

MR. PAUL LEONI, Pres. Quick Service Laundry, 232 So. Paulina St., Chicago, after being blind for twenty-three years, has his sight restored by Dr. Madison, and now reads finest print.

The Madison Absorption Method

cures Cataracts, Spots, Scums, Granular Lids, Optic Nerve Diseases, and all causes of blindness.

You can be cured at home

It has restored sight to thousands after other methods fail. NO SURGICAL OPERATION OR RISK. I want to hear from those disappointed by failures of other methods. I straighten Cross Eyes by a bloodless method always successful. No knife, pain or risk. M. J. Bryan, Gen. Agt. Wis. Cen. Ry., cured. Latest book in colors with testimonials and my advice sent FREE. No medicines sent until ordered.

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Don't ruin your stomach with a lot of useless drugs. Our method is perfectly safe, natural and scientific. It strengthens the heart, allows one to breathe easily and takes off Double Chin, Big Stomach, Fat Hips, etc. Send your address and 4 cts. to the Hall Chemical Co., "Box K. A.," St. Louis, Mo., for Free trial Treatment. No starving. No sickness. It reduces weight from 5 to 15 lbs. a month, and is perfectly harmless.

"And the wilderness shall blossom as the rose."

SOUTHERN CALIFORNIA

is a remarkable illustration of the above prophecy, and persons who have not seen it for a few years will be astonished at its wonderful growth. It is best reached by the

NEW YORK CENTRAL LINES,

and their immediate connections.

Any ticket agent of the New York Central, Boston & Albany, Lake Shore, Michigan Central, Big Four, or Pittsburg & Lake Erie Railroads will tell you about it.

A copy of No. 5 of the "Four-Track Series," "America's Winter Resorts," will be sent free, to any address, on receipt of a two-cent stamp, by George H. Daniels, General Passenger Agent, New York Central & Hudson River Railroad, Grand Central Station, New York.

THE AMERICAN PEDOMETER

Registers Every Step You Take.

$1.00 Carried like a watch in the pocket; can be regulated to suit step of wearer. **$1.00**

The average man has no idea of the number of miles he covers in a day. Everybody should carry a Pedometer.

If your dealer cannot supply you, send us **One Dollar** and we will mail you one in handsome nickel case. **Every One Fully Guaranteed.**

In addition to above we make a Pedometer with a 100 mile dial which we will mail to any address for $1.50.

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THE AMERICAN PEDOMETER CO., Dept. L, New Haven, Conn.

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Model studies, Stereos, Beauties, etc., 100 small photos and two large ones, $1 note.

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No Middleman's Profit.

Society Emblems of every description. Many new and exclusive designs. Solid gold and rolled plate emblem Pins buttons, charms and rings for **All Secret Societies** at less than wholesale prices. Special designs to order. Send for **Free** catalog No. M 22 of 1000 illustrations.

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A dignified man or woman wanted for a dignified position by a wealthy brokerage house to sell a high-grade security which has never been offered before. No agents need apply. Best of references essential. Only educated, respectable, influential man or woman wanted. Congenial, profitable employment for a minister, layman or professional man that need not conflict with his present employment. Good salaried position for the right person. Address:

W. A. R., Lock Box 1745, New York City.

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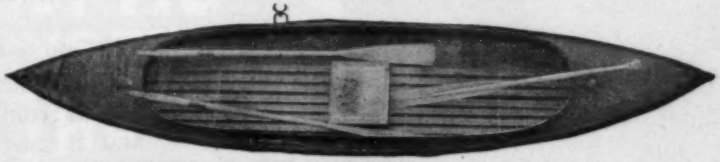
THE BOATS OF TO-DAY



"GET THERE" SAFETY DUCK BOAT. 14 feet long, 36 inch beam.

PRICE, $20.00, crated cars Salem. Fitted with air chambers. Cannot sink. Always ready. No repairs. Will last a lifetime. Endorsed by thousands of sportsmen.

Send for Handsome Free Catalogue

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SEP 19 1903

There is no biliousness in old beer

The beer that makes you bilious is what we call a "green beer." It is beer that is marketed too soon — that is insufficiently aged.

We store Schlitz Beer for months in refrigerating rooms, and this fact requires a storage capacity for 425,000 barrels.

We keep it there until it is well fermented. That adds to the cost, of course. That is why some beers are shipped green.

We are that careful all through

Careful about materials — about cleanliness.

So careful that we filter all the air that touches Schlitz Beer.

And when it is bottled and sealed, we sterilize every bottle.

Your doctor will tell you to drink Schlitz Beer, rather than common beer; and it costs you no more than the common.

Ask for the brewery bottling

DIAMONDS ON CREDIT

HERE is the boiled down story of the **LOFTIS SYSTEM** of selling **Diamonds and Watches** on **Easy Payments** to people hundreds of miles away and of whom we never heard until receiving their request for our **Catalogue.** Our catalogue shows the finest genuine Diamonds mounted in every conceivable and artistic form, at prices considerably lower than the home jewelers would ask for spot cash. From our catalogue you select any Diamond that you would like for yourself, or which you would like to give a friend or loved one; send one-fifth of the price, and very soon thereafter it will be handed to you at your home or place of business, as you prefer, with all express charges fully paid. Now, examine it as critically as you like and if it is not the best bargain you ever saw in Diamonds, and perfectly satisfactory in every way—send it back at our expense, and **your money will be refunded instantly.**

You will want to keep it for you can do so and pay the balance in eight equal monthly payments. We charge no interest; require no security and create no publicity; everything is confidential, prompt and satisfactory. Some people prefer not to send money in advance, in which case we send the Diamond to their Express Office or Bank with all charges paid, where they may call and examine it and make the first payment. Most persons, however, prefer to see the Diamond at home and have absolute possession of it and the fullest opportunity for examination, before deciding to buy.

Every Diamond sold is guaranteed in writing, and may be exchanged at full price for a larger stone at any time in the future. We frequently exchange for Diamonds which we sold ten or twenty years ago. You need not hesitate to accept any representation which we make, and you may assure yourself on this point by asking your local bank about us. They will refer to their Commercial Agency records and tell you that our reliability, promptness or responsibility is not questioned in the business world. **You can make no mistake in buying a Diamond or Watch from us for we guarantee satisfaction.** If you want a watch—we sell them on the same easy terms. We are perhaps the largest retailers of high-grade Watches in America. Diamonds are advancing rapidly in value and are the best investment in sight at present. As a method for saving small amounts monthly, there is nothing equal to a Diamond purchase. You have the security in your possession; you have all the pleasure and prestige that comes from wearing a Diamond, and you have a certain annual increase of from ten to twenty per cent. in value. If you prefer to pay cash, we will give you a bill of sale with any Diamond, giving you the option of returning the Diamond at any time within one year and receiving spot cash for full amount paid, less ten per cent., the reasonable cost of doing business. **For Example:** You may wear a Fifty Dollar Diamond for a year, then send it back to us and receive $45.00 in cash. You may have all the pleasure and prestige of wearing a beautiful Diamond a whole year for $5.00 or less than ten cents per week.

It is none too early to begin to think of Christmas. Better send for our Catalogue at once. With it before you, you can tell us exactly what you would like,—do it, then leave the rest to us under our written guarantee and you will be well satisfied.

LOFTIS BROS. & CO.
Diamonds-Watches-Jewelry
Dept. L-52, 92 to 98 State St.
CHICAGO, ILL.
Established 1858.

THE ORIGINAL LOFTIS SYSTEM,
"THE ONLY ONE THAT WORKS"

If Coffee causes your physical aches and ails—

What's that? Coffee?

Yes, that's what we said.

You can convince yourself when you find the delicious bound and spring of returning health in ten days after you leave off Coffee and take on Postum Food Coffee.

There's a reason.

PARKER

"LUCKY CURVE"

Fountain Pen

Really, is there any good reason why you should not be using a Parker "Lucky Curve" Fountain Pen? I am making good pens—and warrant them—pens perfected by the experiences of many years. Among the pens I am making is one for you, which, after it is fitted to your hand, you would not part with for many dollars, so pleasing would it be. Any one of the 9,000 dealers selling the "Lucky Curve" will be glad to help find your pen. If you cannot find them in your city, please order direct

My pens, quality considered, are not expensive. They are capable of many years of satisfactory use. They start in price at $1.50, to $2.00, $2.50, $3.00 and higher, according to size and ornamentation. I also sell a dollar pen, the Palmer (without the "Lucky Curve"), an excellent pen for the money.

In any event, let me send you my catalogue. It contains information you ought to know and costs you nothing Kindly write to-day.

GEO. S. PARKER

The Parker Pen Co.

10 Mill Street. Janesville, Wis.

P. S.—If you will state in your letter that you are an INTENDING PURCHASER of a Fountain Pen, I will send you, complimentary, a 6-inch Aluminum Rule and Paper Cutter, on receipt of stamp for postage—to others 12 cents.

Skin Diseases

Eczema, Salt Rheum, Pimples, Ringworm, Itch, Ivy Poison, Acne or other skin troubles, can be promptly cured by

Hydrozone

Hydrozone is endorsed by leading physicians. It is absolutely harmless, yet most powerful healing agent, that cures by destroying the parasites which cause these diseases.

Cures sunburn in 24 hours. In cases of Prickly Heat and Hives it will stop itching at once, also will relieve mosquito bites instantly. Take no substitute and see that every bottle bears my signature.

Trial Size, 25 Cents.

At Druggists or by mail, from

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FREE {Booklet on the rational treatment of diseases sent free.

Comfort and Luxury at all times and places

The **ORIGINAL** and mechanically perfect

Star Safety Razor

guarantees you not only comfort but luxury in your daily shave. If you are traveling, you will find it most convenient, perfectly safe, and easy to manipulate. During the hot weather it guarantees you against face rash or any other discomfort found by using a razor not in condition, which is apt to be the case while away from home.

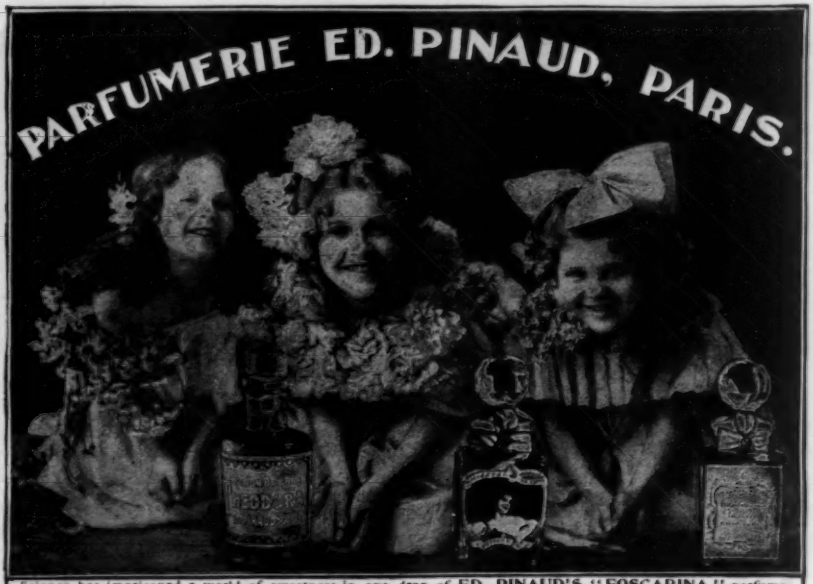
The **Star Safety Razor**, as made by Kampfe Bros. (original inventors of the Safety Razor) for over 28 years, is used daily by over 5,000,000 people. This proves it to be a razor of merit. Imitators have tried to copy our razor, but if you insist upon getting the "3 STARS" (our trade-mark) you will be sure of satisfaction. Every razor is carefully tested before leaving our factory.

THE NEW STAR STROPPER guarantees absolute perfection to the user of the razor. Send for catalogue.

Razors, complete, $2.00. NEW STAR STROPPER, $1.50. Sets, $3.50 and up.

KAMPFE BROS., 8-12 Reade Street, New York

Or all leading dealers in high-class cutlery.



Science has imprisoned a world of sweetness in one drop of **ED. PINAUD'S "FOSCARINA"** perfume. Presented in original Baccarat cut-glass bottle. The quality justifies the Price.

1 oz. bottle, $1.65 *SOLD EVERYWHERE* **2 oz. bottle, $3.25**

Or, if not obtainable of your dealer, write to Ed. Pinaud's American Offices, Ed. Pinaud Building, New York.

Indian Basketry Taught by Experts

You can make from $7.00 to $15.00 per week

ANYONE CAN LEARN IT AT HOME BY MAIL.

COMPLETE OUTFIT AND COURSE, ONE DOLLAR

Your Work, Done at Home, Purchased by Us

Write to-day, enclosing $1.00 for Complete Course of Instruction, consisting of illustrated lessons in detail, together with an outfit of natural and colored Raphia, Reeds, Needles, and a started basket. A delightful and lucrative pastime for women. Latest fad. **Make Beautiful Indian Baskets for the Holidays.** Course and outfit sent prepaid, for $1.00 anywhere in the United States or Canada. Order to-day.

ORIGINAL APACHE SCHOOL OF INDIAN BASKET WEAVING, 270 Como Bldg., Chicago, Ill., U. S. A.

LADIES-BEADS FREE-GIRLS.

Make pretty Chains, Belts, Purses, Fobs etc. Our booklet telling how to make Oriental and Indian Fancy Work and a card of Beads for a 2c. stamp. **Evening Hours, DEPT. 85, WEEHAWKEN, N.J.**

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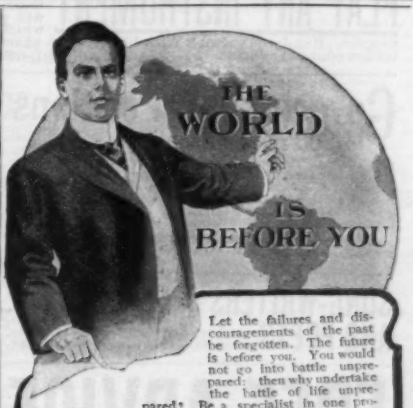

Let the failures and discouragements of the past be forgotten. The future is before you. You would not go into battle unprepared: then why undertake the battle of life unprepared? Be a specialist in one profession, and you will find a place in the world.

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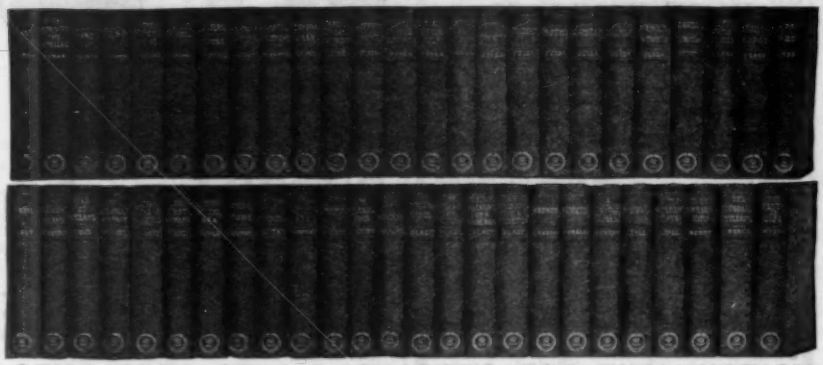

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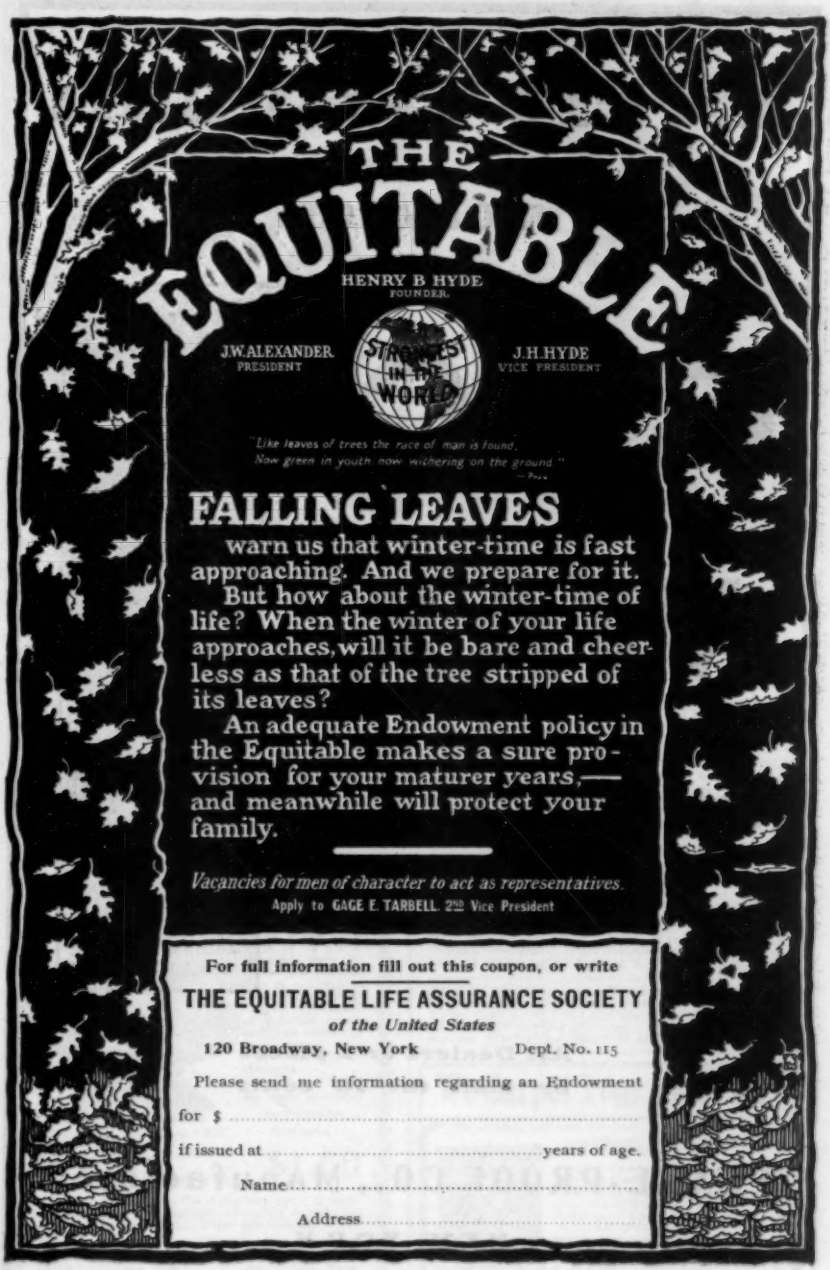
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Through a remarkable system of profit-sharing investment certificates, which are practically first mortgage bonds, six great industrial enterprises in St. Louis working co-operatively have increased their business over one thousand per cent., and their resources from a few thousands to over three millions in real estate, buildings and tangible property in three years. The investors in those certificates received during the past year alone (1902) a total of 48 per cent. in profits on their investment. **Under this plan the investor can withdraw part or all of his investment at ANY time he wishes, the same as though deposited in a savings bank, and takes absolutely no risk.** During 1902, three of these enterprises were a heavy source of expense. Now all of them are developed to the point of large profits. One of them started four years ago is the largest of its sort in the world, owns one of the finest buildings in the country, and has assets of a million and a half dollars and has **no indebtedness.** A new issue of these certificates which promises to be even more successful than the last, has recently been made in order to develop a new enterprise. **The nature of the plan makes it necessary to scatter these certificates widely, and in small sums owing to the privilege the investor has of withdrawing his investment at a moment's notice** which would require a large reserve of idle money to be kept on hand, if the securities were sold locally. If you have from $10.00 to $5,000 you wish to invest where **you can withdraw it instantly in cash,** where it will be absolutely secure, where it will pay you 6 per cent. per annum guaranteed, and payable quarterly, and an equal share with the stockholders in the yearly profits **without** the stockholders risk. Send for Book C, and bank references of

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Secure this brand wherever found
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Page 3-7—tells how to make lasting Perfumes, for 10 cents an ounce.
" 8 tells how to make fragrant Toilet Waters for 3 cents an ounce
" 9 tells how to make Bay Rum for 1 cent an ounce.
" 10 tells how to make Hair Tonic, Shampoo and Barbers' Supplies.
" 11-12 tells how to buy and sell Sachet Powders on "trust" schemes.
" 13 tells how to make your own Cough Syrups. Big saving here.
" 14-15 tells all about Burwell's "Get well" Specialties.
" 16 Editorial, personal, and full of tips about mixer business.
" 17 Important Information; how to conduct mail order business.
" 18 tells how to put up and sell all kinds of Cold Cream.
" 19 tells how to make Vanilla Extract, six formulas, worth dollars.
" 20 tells how to make fifty Flavoring Extracts, also Maple Syrup.
" 21 tells how to put up and sell your own Flavoring Powders.
" 22 tells how to make Cake Colors for two cents an ounce.
" 23 tells how to make your own Essence Jamaica Ginger.
" 24 The Marvellous Adventures of Lo, the Poor Indian.
" 25 Ready reference tables; weights, measures, postage rates, etc.
" 26-27 Price list of bottles, jars, graduates, mailing cases, etc.
" 28 tells about printing and what a single dollar will do.
" 29 tells about labels for Perfumes, Flavorings, etc., plain & fancy.
" 30-31 Confidential wholesale price list of 187 Home Remedies, etc.
" 32 Special price list of Floral Oils for making over 200 perfumes.
" 33 Tells where to get Alcohol, Cologne Spirits at wholesale prices.
If you have a $100, back cover page tells how to make a $1000.

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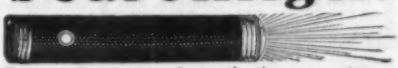

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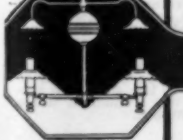

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A Simple Way to Cure Any Drunkard Against His Will.

By using the new odorless and tasteless remedy, which is placed in the coffee or food, any drunkard can be cured. Anyone can use it without the drunkard ever knowing it. It does its

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work so silently and surely that while the devoted wife, sister, daughter or mother looks on, the drunkard is cured even against his will.

Every person who has a loved one who is a slave to drink ought to give them this remedy at once.

Mrs. Samuel Boyd says: "With Golden Specific I cured my husband of drinking. I put it in his coffee and after that he could not drink liquor or bear to be where he could smell it."

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when it can be reduced easily, conveniently and best of all, **Safely**, by the use of

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This **Obesity Soap** (used like an ordinary soap) positively reduces fat, without dieting or gymnastics. Absolutely harmless, never fails to reduce flesh when directions are followed.

Send for book of testimonials. Box of 2 cakes sent prepaid on receipt of **$2.00.**

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It is entirely possible for you to increase your height and accomplish these other advantages in your own home without taking any internal treatment, without drugs, without operation, without pain or injury to yourself, without putting yourself to any inconvenience.

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Increase Height, Arch the Instep, Make Better Fitting Shoes, Remove Jar in Walking. Indorsed by physicians. Simply placed in the heel, felt down. Don't require larger shoes. ½ in., 25c.; ¾ in., 35c.; 1 in., 50c. per pair. At shoe and dep't stores. **READ** Send name, size shoe, height desired, and 2c. stamp for pair on ten days' trial.

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Tells how all Eye and Ear Diseases may be cured at home at small cost by mild medicines. It is handsomely illustrated, full of valuable information, and should be read by every sufferer from any eye or ear trouble. This book is written by Dr. Curts, originator of the world-famed Mild Medicine Method, which without knife or pain speedily cures most hopeless cases. Dr. Curts offers to send this Book absolutely FREE to all who write for it. Address, Dr. F. Geo. Curts, 353 Shukert Bldg., Kansas City, Mo

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Flat-chested and unattractive women are quickly developed into commanding figures that excite wonderment and admiration.

A new and surprisingly effective home treatment has been discovered that enlarges the female bust at least six inches. Women who are not lacking in this respect will not be particularly interested, but those who by some unfortunate circumstance of health or occupation are deficient in this development will be very much fascinated by the peculiar prominence achieved by the treatment. It is called "Vestro" and is controlled by the well known Aurum Medicine Co.

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CEO. R. CRAW

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Thirty years ago Mr. Montgomery Ward, the millionaire member of the firm of Montgomery Ward & Co., Chicago, Ill., conceived the idea of selling goods direct to the consumer by means of advertisements in the magazines and newspapers, or by circulars or catalogs mailed to a list of names.

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He carried a small stock of low-priced goods, and made arrangements with manufacturers to fill his orders direct to his customers on the higher priced articles.

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The business may be started by any one, in any town or city and at any time.

My system of mail-order merchandising permits you to start right, in beginning a mail-order business.

It effects the co-operation of the Manufacturer with the Beginner.

I am putting the mail-order business upon a high plane. The members of my Bulletin Service of Manufacturers and Mail-Order Firms handle only goods of merit, made by the best and most reliable manufacturers.

If my long experience as advertising manager for some of the largest firms in the United States; as a newspaper man; as an ad-writer, critic, advertising agent; as one of the editors of the Mail-Order Journal, and as the Mail-Order Editor of the Bookkeeper Magazine of Detroit, Mich., can be of value to you, it may be had in connection with my Bulletin Service of high-class Manufacturers and Mail-Order Firms.

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I have no outfit to sell you or worthless advertising space to dispose of.

Write to-day for my free booklet, "Co-operation for Profit," if you command a cash capital of at least $25.

It will be a step toward an independent income and a lucrative, established business of your own.

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DUBY'S OZARK HERBS restore gray, streaked or faded hair to its natural color, beauty and softness. Prevents the hair from falling out, promotes its growth, cures and prevents dandruff, and gives the hair a soft, glossy and healthy appearance. **IT WILL NOT STAIN THE SCALP,** is not sticky or dirty, contains no sugar of lead, nitrate silver, copperas, or poisons of any kind, but is composed of roots, herbs, barks and flowers. **PACKAGE MAKES ONE PINT.** It will produce the most luxuriant tresses from dry, coarse and wiry hair, and bring back the color it originally was before it turned gray. Full size package sent by mail, postpaid, for 25 cents.

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Mrs. J. H. Tyler, Black River, Wash., tells how cataracts were removed from her eyes, at her home, without knife or pain, by

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It cures Cataracts, Spots, Scums, Granular Lids Optic Nerve Diseases, and all causes of blindness.

You Can Be Cured At Home at small expense. It has restored sight to thousands after other methods failed. NO SURGICAL OPERATION OR RISK. I want to hear from those disappointed by failures of other methods. I straighten Cross Eyes by a bloodless method always successful. No knife, pain or risk. Anna Britz, 389 Front St., Aurora, Illinois, was cross-eyed 19 years, now cured. My latest book in colors with testimonials and my advice will be sent FREE.

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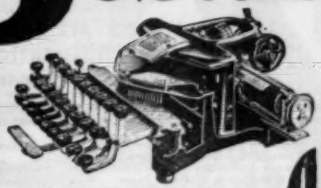

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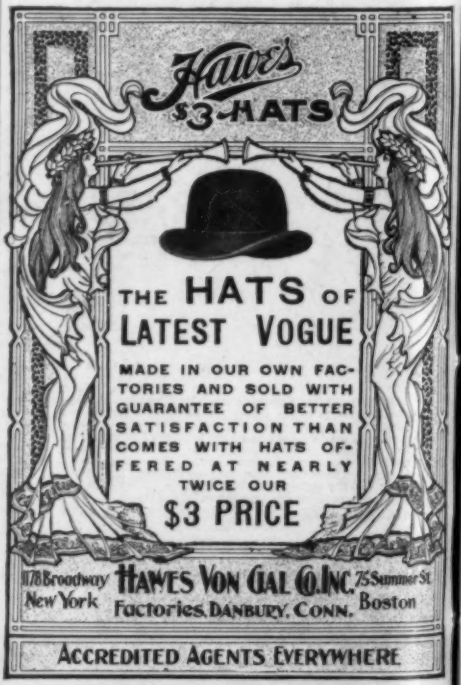
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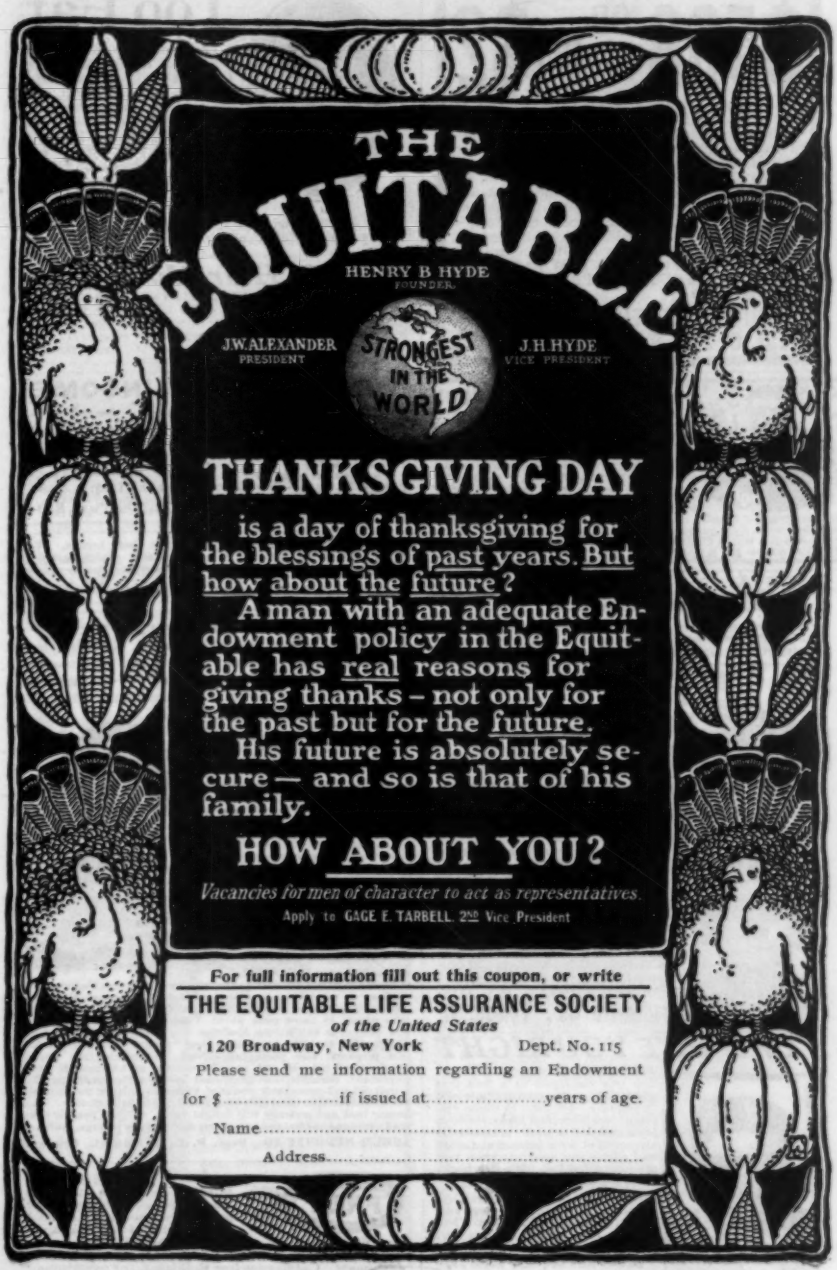
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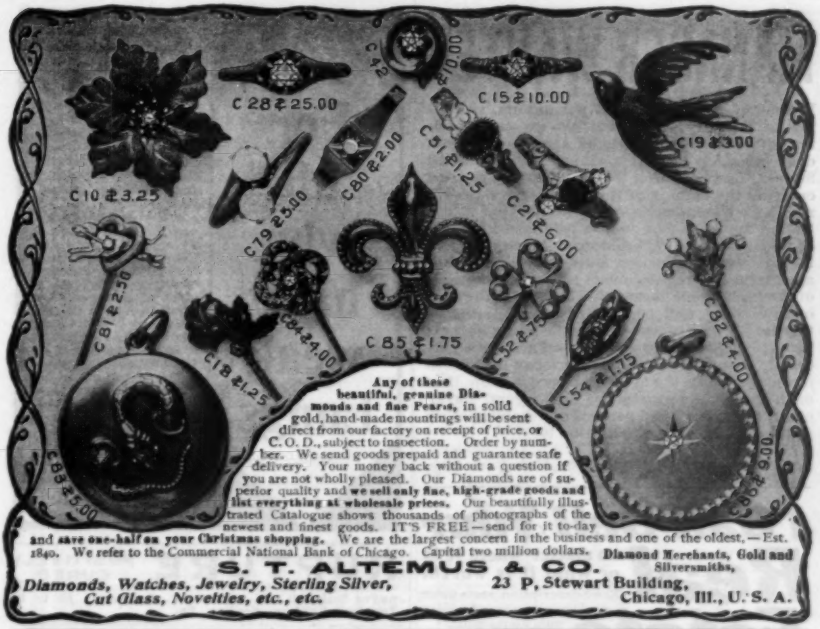

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Big Industrial Enterprises of World Clamoring for Trained Men

PROSPERITY IS THE CAUSE

Graduates of Technical Schools Offered Several Places Before Courses are Completed

(The Chicago Record Herald)

Technically trained engineers are in greater demand than ever before in the history of industrial enterprises. The supply of the technical schools for the present year was exhausted before the graduating classes received their diplomas. Heads of big manufacturing establishments offered flattering inducements to young engineers, and gave them an opportunity to choose from a half-dozen positions. The United States government entered the schools as a competitor for the services of the graduates, and representatives of foreign business houses sought experts to be used in the carrying out of great enterprises in foreign countries.

MANY POSITIONS OPEN

Foremost in the competition for experts, however, were the big American manufacturing establishments. Heads of firms handling great enterprises are on the lookout constantly for new blood, and a competent engineer or a young man whom the employers believe has the qualifications for an expert may pick from a dozen positions, either of which would be satisfactory. Salaries of these young men from their entrance into the profession vary from $1,200 to $2,500 a year. Experience, then, is the only thing required after his theoretical training, and in a few years his salary may be $5,000 or $15,000, according to his capacity and his energy.

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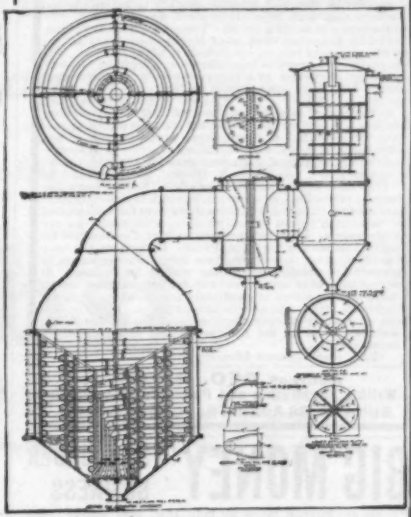

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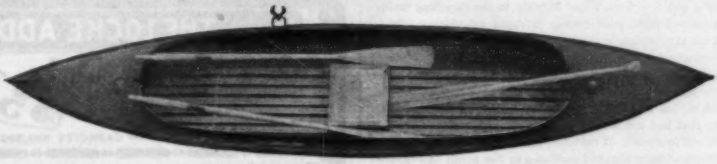

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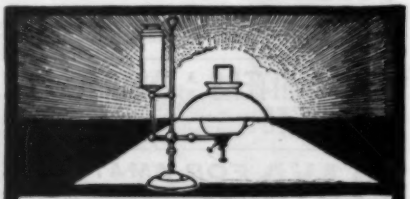

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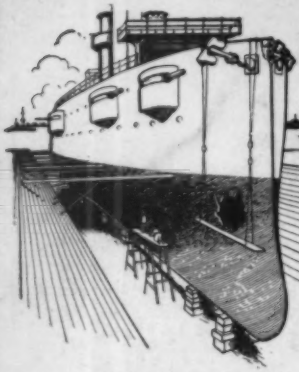

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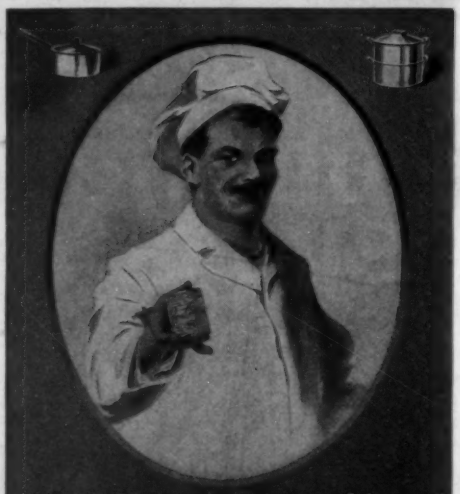

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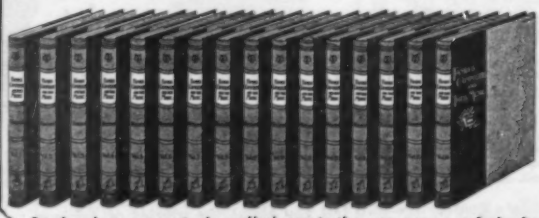

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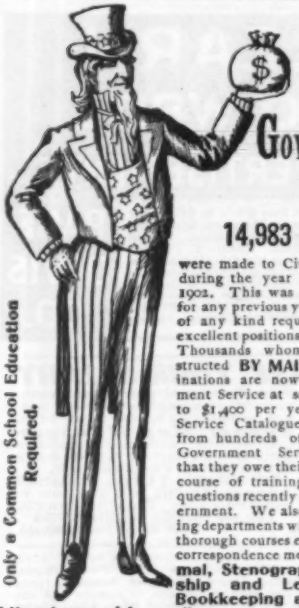

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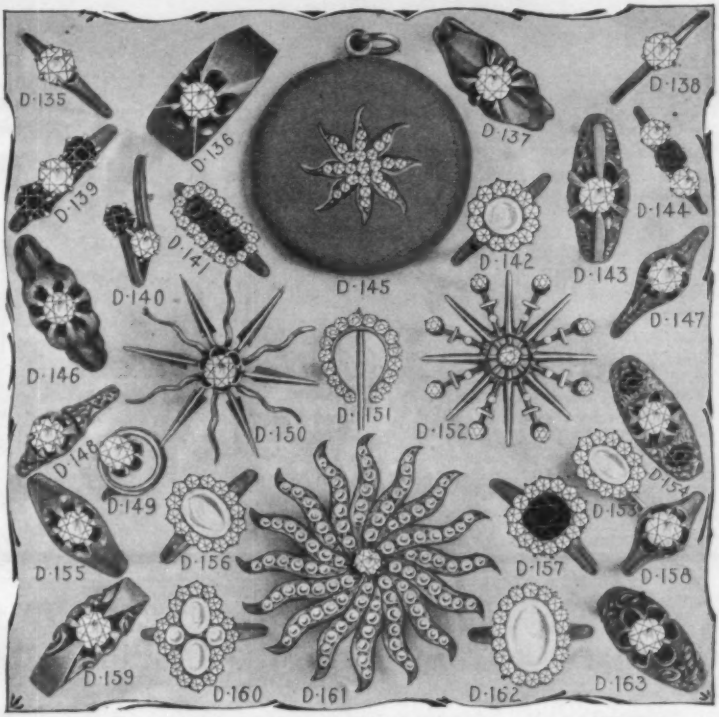

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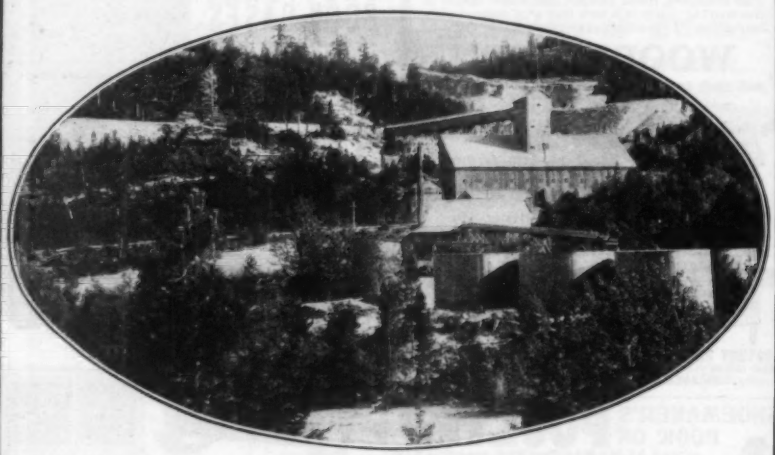

General view of the Big Indian Mining Co.'s plant 4½ miles south of Helena, Mont., where rich, free-milling ore, yielding pure Gold of a value of over $700 a day, is being mined and milled at a cost of $150 a day.

GOLD bullion bars to the gross value of $32,941.38 and a net value in coin of $32,837.59, after deductions for melting, refining, etc., was the record of the shipments of the Big Indian Mine during forty-five days of 1903, as shown by the returns of the United States Assay office at Seattle.

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SHOWING OF PROFITS.— Capt. S. L. Burbridge, the eminent mining engineer, who sized up the famous "LeRoy" mine accurately for its owners, declares there is 1,522,227 tons of ore in sight, which will mill at least $2.50 per ton, and as the peculiar advantages of the mine make the mining and milling cost but 50 cents per ton, or less, the net value of ore in sight is $3,044,454, and the deposit is practically illimitable and good for another generation at least. Since the mine came into possession of a syndicate of capitalists organized by Allen C. Mason, of Tacoma, about a year ago, a modern Allis-Chalmers 60-stamp mill with 850-lb. stamps, operated by electric power, has been placed on the property directly in front of the ore body. With complete equipment of modern devices, the cost of mining and milling has been reduced to 46.7 cents per ton.

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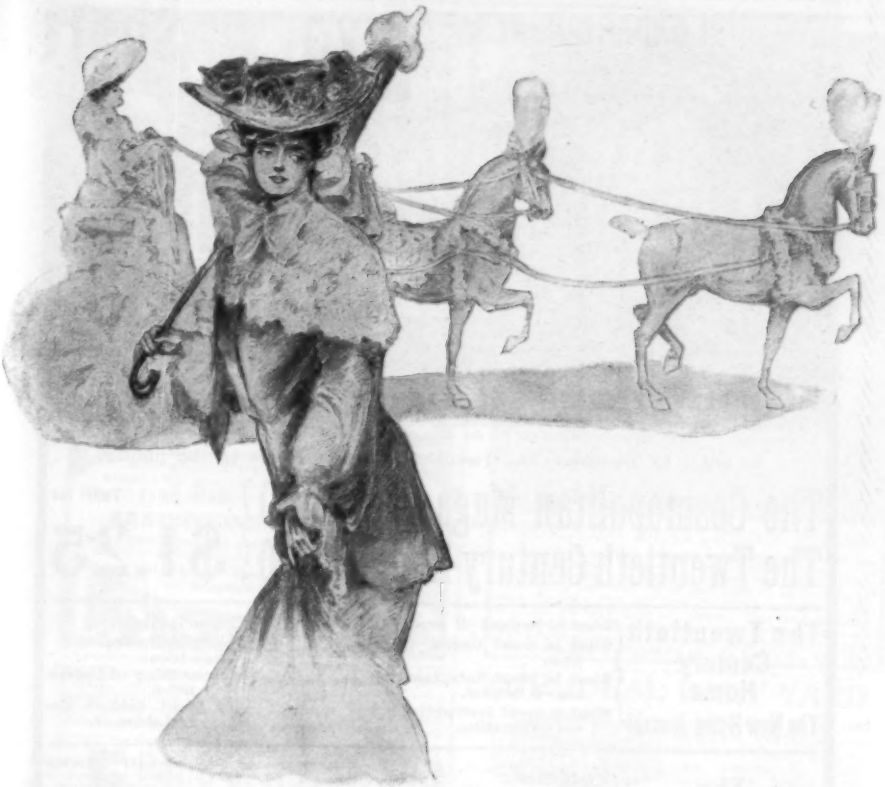

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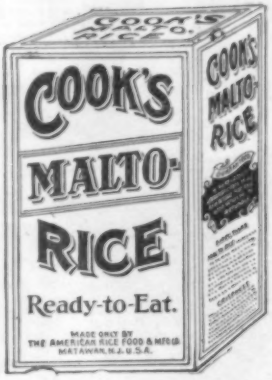

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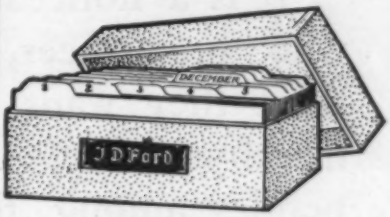

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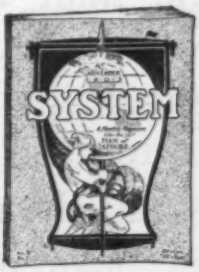

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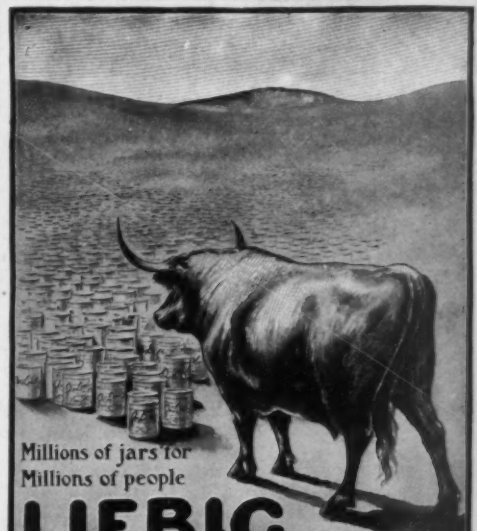

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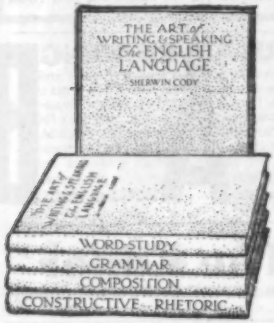

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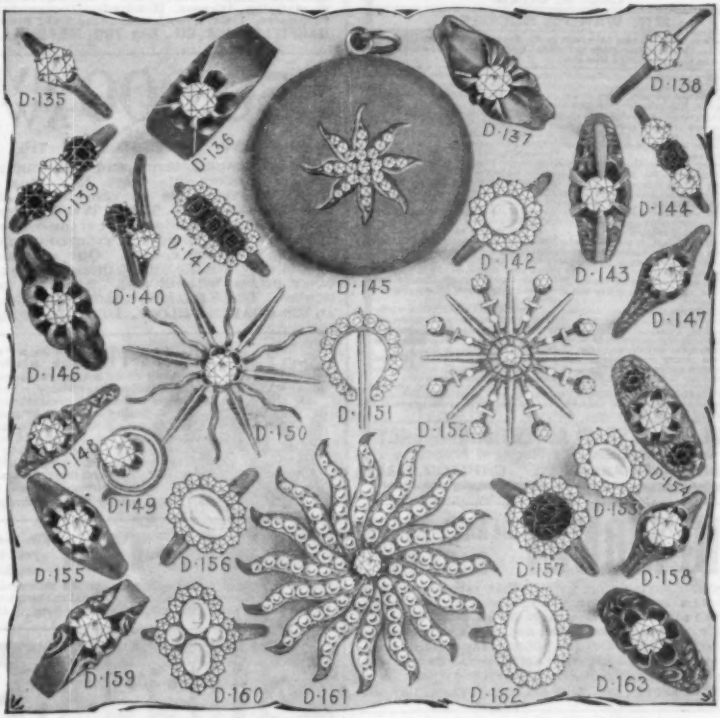

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Being in exceedingly moderate circumstances, Mr. Ward started in a very humble manner.

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My system of mail-order merchandising permits you to start right, in beginning a mail-order business.

It effects the co-operation of the manufacturer with the beginner.

I am putting the mail-order business upon a high plane. The members of my Bulletin Service of Manufacturers and Mail-order Firms handle only goods of merit, made by the best and most reliable manufacturers.

If my long experience as advertising manager for some of the largest firms in the United States, as a newspaper man; as an ad-writer, artist, advertising agent; as one of the editors of the Mail-Order Journal and as the Mail-Order Editor of the Bookkeeper Magazine of Detroit, Mich., can be of value to you, it may be had in connection with my Bulletin Service of high-class Manufacturers and Mail-Order Firms.

If you desire to engage in the mail-order business on small capital, developing the business during spare moments, with the savings from your salary, or if you have unwisely handled cheap, shoddy and scheme goods, send for my proposition.

I have no outfit to sell you or worthless advertising space to dispose of.

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I found invariably that where there was a weakness, the inside nerves were weak.

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That prescription I called a restorative. It is known the world over now as Dr. Shoop's Restorative. After that I did not fail to cure one in each hundred. In the extremely difficult cases, my failures for five years were only one in each forty treated. I found cancer incurable. Cancer is for surgery, not medicine.

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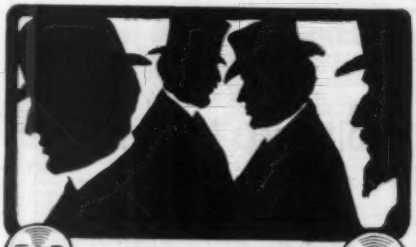
Mild cases not chronic, are often cured by one or two bottles. At druggists.



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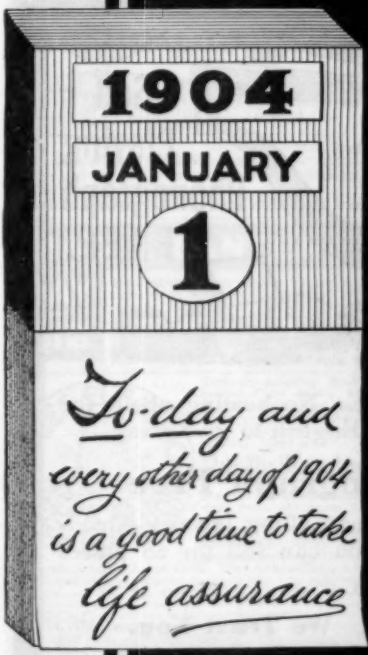

1 OF 2

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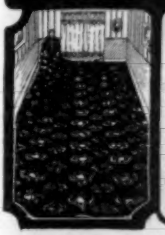
A Whole Carpet Strictly All Wool $5



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Made only in this factory. They are strictly all wool, colors guaranteed not to fade. Made of the most lasting fabric that can be put together. Sanitary and healthful. Heavy enough to lay flat of its own weight and exactly the same pattern on both sides. Any size made you desire. We prepay rugs anywhere east of the Mississippi. Write for catalogue to-day. Mailed free.

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cure for **Rheumatism** and kindred Pains and Aches, Insomnia, Headache, and Foot Troubles. They **keep** you well and strong. Every man and woman should wear them. Worn with perfect comfort in any shoe. They make walking a luxury for old and young. Mailed for 50c. a pair. In ordering give size of shoe. **E. A. CATE, SALEM, MASS.**

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Increase Height, Arch the Instep. Make Better Fitting Shoes. Remove Jar in Walking. Indorsed by physicians. Simply placed in the heel, felt down. Don't require larger shoes. ½ in., 25c.; ¾ in., 35c.; 1 in., 50c. per pair. At shoe and dep't stores. **READ** Send name, size shoe, height desired, and 2c. stamp for pair on ten days' trial.

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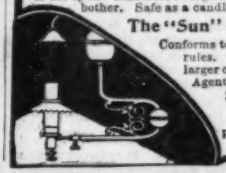

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I SUFFERED FOR YEARS with a humiliating growth of hair on my face, and tried many remedies without success; but I ultimately discovered the TRUE SECRET for the permanent removal of hair, and for more than seven years have been applying my treatment to others, thereby rendering happiness to, and gaining thanks of, thousands of ladies.

I assert, and WILL PROVE TO YOU, that my treatment will destroy the follicle and otherwise PERMANENTLY REMOVE THE HAIR FOREVER. No trace is left on the skin after using, and the treatment can be applied privately by yourself in your own chamber.

IF YOU ARE TROUBLED, WRITE TO ME for further information, and I will convince you of all I claim. I will give prompt personal and *strictly confidential* attention to your letter. Being a woman, I know of the delicacy of such a matter as this, and act accordingly.

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DUBY'S OZARK HERBS restore gray, streaked or faded hair to its natural color, beauty and softness. Prevents the hair from falling out, promotes its growth, cures and prevents dandruff, and gives the hair a soft, glossy and healthy appearance. **IT WILL NOT STAIN THE SCALP,** is not sticky or dirty, contains no sugar of lead, nitrate silver, copperas, or poisons of any kind, but is composed of roots, herbs, barks and flowers. **PACKAGE MAKES ONE PINT.** It will produce the most luxuriant tresses from dry, coarse and wiry hair, and bring back the color it originally was before it turned gray. Full size package sent by mail, postpaid, for 25 cents.
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He sends a trial package of his new and wonderful remedy free by mail to convince people it actually grows hair, stops hair falling out, removes dandruff and quickly restores luxuriant growth to shining scalps, eyebrows and eyelashes and restores the hair to its natural color. Send your name and address to the Altenheim Medical Dispensary, 827 Foso Building, Cincinnati, Ohio, for a free trial package, enclosing a 2-cent stamp to cover postage. Write to-day.

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Flat-chested and unattractive women are quickly developed into commanding figures that excite wonderment and admiration.

A new and surprisingly effective home treatment has been discovered that enlarges the female bust at least six inches. Women who are not lacking in this respect will not be particularly interested, but those who by some unfortunate circumstance of health or occupation are deficient in this development will be very much fascinated by the peculiar prominence achieved by the treatment. It is called "Vestro" and is controlled by the well known Aurum Medicine Co.

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A RECORD OF 29 YEARS
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HOME TREATMENT. If it is not convenient to take treatment at the Sanatorium, write us for our **Home Remedy** that has cured thousands who could not come and who had failed elsewhere. Each individual case comes under the direct personal supervision and care of our Physicians. Write for our booklet of testimonials and full information.

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Eye-Glass Cleaner

Scientific, Chemically-prepared Fabric. Quickly removes dirt and grease without scratching. After using Cleaner **glasses will not steam** with change of temperature. Lenses clear and bright **in steamy kitchen** or out-of-doors. By mail, 10 cts. in coin.

F. COOMBS LEAMING, Eye-Sight Specialist
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will pay a larger dividend than any other investment. A Bond Company with assets of over $10,000,000 guarantees the investor against loss. Write for prospectus. BEVERLY-WHITE PLANTATION CO., Pretoria, Ga.

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Wouldn't You Like to Add From Two to Five Inches to Your Height?

To be a "good height to dance with," to be "tall enough to see in a crowd?" To improve the symmetry of your figure and to add to your general appearance? It is entirely possible for you to increase your height and accomplish these other advantages in your own home without taking any internal treatment, without drugs, without operation, without pain or injury to yourself, without putting yourself to any inconvenience.

Free to Any Short Person.—In order that anyone can learn how to get increased height, we have prepared an interesting book for free distribution, explaining why some people are short and others tall, and telling how short people can add from two to five inches to their height, and get all the advantages that good height carries with it. All you have to do is to write for this book, stating your height, your weight, your age, your sex, and we will send you full particulars about the secrets of getting increased height and good figure. Address at once

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TO FAT PEOPLE

I know you want to reduce your weight, but probably you think it impossible or are afraid the remedy is worse than the disease. Now, let me tell you that not only can the obesity be reduced in a short time, but your face, form and complexion will be improved, and in health you will be wonderfully benefited. **I am a regular practicing physician,** having made a specialty of this subject. Here is what I will do for you: First, I send you a blank to fill out; when it comes, I forward a five weeks' treatment. You make no radical change in your food but eat as much or as often as you please. No bandages or tight lacing. No harmful drugs nor sickening pills. The treatment can be taken privately. You will lose from **3 to 5 pounds weekly,** according to age and condition of body. At the end of five weeks you are to report to me and I will send further treatment if necessary. When you have reduced your flesh to the desired weight, you can retain it. You will not become stout again. Your face and figure will be well shaped, your skin will be clear and handsome, you will feel years younger. Ailment of the heart and other vital organs will be cured. Double chin, heavy abdomen, flabby cheeks and other disagreeable evidences of obesity are remedied speedily. All patients receive my personal attention, whether being treated by mail or in person; all correspondence is strictly confidential. Treatment for either sex. Plain sealed envelopes and packages sent. Distance makes no difference. Satisfaction guaranteed. Send for my new book on obesity; its cause and cure;—it will convince you. Address

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Do you know Joe Chapple — the boy who came out of the West almost penniless and has built up a National magazine?

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Presidents, Members of the Cabinet, Supreme Court Judges, Diplomats, United States Senators, Congressmen and Governors know Joe Chapple. They speak of his work — and they write for his magazine when no other publication on earth can entice them.

It isn't because Chapple is brilliant that he has won this national reputation for himself and his magazine — it's his quaint originality, his home-like, wholesome good-nature that permeates all he writes. There's nothing published to-day like The National Magazine — because there is no one just like Joe Chapple.

Maybe you don't know Joe Chapple. His publishers offer an easy way to get acquainted.

Send 12 Two-Cent Stamps

and for three months you can enjoy his company

You can go with him to the National Capital, into the committee rooms of Congress, up to the White House, into the personal life of the great men and women who have honored Joe Chapple with their friendship. You can go with him over the length and breadth of the entire country, for Joe Chapple's address is the United States of America.

He will give you a glimpse of National life in all its phases, such as you would look for in "a letter to the folks at home," revealing in vivid snap shots and pen pictures of current events the human side of National life.

The National isn't quite ALL Joe Chapple. It's just one side of its attractiveness. There are nearly two hundred pages in The National — finely printed — one hundred engravings, short stories, poems, and in addition articles by distinguished members of both houses of Congress, concerning which they are best fitted to speak the authoritative word. Senators Allison, Hanna, Lodge, Gibson, Hansbrough, Tillman, and others have contributed to past numbers of The National Magazine.

Joe Chapple's family of readers grows larger every day. There are over 160,000 subscribers. You'll be one **sometime** — but we want you **now**. As an extra inducement

Joe Chapple will take ten subscribers with him to the West Indies — all expenses paid. You can be one of them.

The sending of twelve two-cent stamps for three months' subscription makes you eligible. The requirements are simple — just an idea such as **you** can supply. The first issue of the new year tells the whole story. Send to-day.

THE NATIONAL MAGAZINE, Boston

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A high-class self-regulating incubator on a small scale. Fifty egg capacity. Heat, moisture and ventilation automatically and perfectly controlled. Price only $6.80.

Send for the **Wooden Hen Book**; mailed free, together with a book containing 14 colored views and telling all about the **EXCELSIOR INCUBATOR**, if you name this paper.

GEO. H. STAHL, Quincy, Illinois.

110 Yards Fine Poultry.

RELIABLE is a word that stands for the best Incubators and Brooders in the world. Each has special distinguishing features. Send 10c postage for Book No. 19, just out, giving *guaranty of money back* if incubator is not satisfactory.

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50 BULBS 25 Cents. Will grow in the house or out of doors. Hyacinths, Tulips, Crocus, Fuchsias, Oxalis, Jonquils, Daffodils, Dewey Lily, Tuberoses, Gladiolus, Chinese Lily, Begonia, Gloxinia, Lilies of the Valley—all postpaid, 25c. in stamps or coin. As a premium with these Bulbs we will send **FREE** a giant collection of flower seeds — over 200 varieties. **Address, Hillside Nursery, Somerville, Mass.**

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an old English candy that I am introducing into this country. Its exquisite flavor has made it popular in Great Britain and the same quality is creating a demand for it in this country. I have put it on the American market because I know American people like good things. Ask your dealer to supply you with **Mackintosh's Toffee**. Try him first. You can, however, buy a handsome family tin weighing four lbs. for $1.60 by mail. Large sample package sent for 10 cents in stamps. **LAMONT, CORLISS & CO., Importers, 78 Hudson St., New York City.**

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and **ALMANAC for 1904, contains 218 pages with fine colored plates true to life.** It tells all about chickens, their care, diseases and remedies. All about **INCUBATORS** and how to operate them. All about poultry houses and how to build them. It is really an encyclopædia of chickendom, and no one can afford to be without it. **Price only 15c.**

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$80 A MONTH SALARY And all expenses to men with rig to introduce our Guaranteed Poultry and Stock Remedies. Send for contract; we mean business and furnish best reference. **G. R. BIGLER CO., X 306 Springfield, Ill.**

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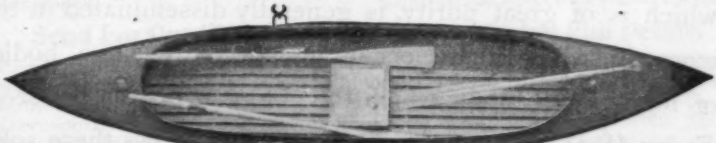

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Price, with seat, oars, paddle, and slat bottom, complete and crated . .

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An Income For Life

General view of the Big Indian Mining Co.'s plant 4½ miles south of Helena, Mont., where rich, free-milling ore, yielding pure Gold of a value as high as $900 per day, is being mined and milled at a cost of $150 a day.

MILLIONS OF TONS of ore in sight on the Company's property, which is located on the Mother Lode. To say that the Big Indian will go to $30,000, and probably $50,000 per month, instead of close to $20,000 per month, which it is now yielding, is not an extravagant assertion. Present developments show that it will take another generation than this to work out its vast auriferous ore bodies. The gold, which is of great purity, is generally disseminated in the mass, in which there occur, unexpectedly, huge bodies of high-grade ore in which the gold can plainly be seen. Every face of the great pit, or quarry, shows these solid ore masses. Few mines present a more wonderful sight than this great "Glory Hole."

This Is A Gold Mine

A REGULAR PRODUCER for 12 years, this property is well known and strictly high grade. It is a dyke of ore extending 4,400 feet across the Company's property; is about 500 feet wide where now being worked, and of unknown depth. A shaft from the lower tunnel, reaching 225 feet from the surface, remains in ore. **Over $60,000,000 have been taken from the places originating on this Mother Lode.**

A SIMPLE PROPOSITION. — No known mine has greater probabilities of becoming **one of the greatest gold mines in the world.** The Big Indian presents simply a manufacturing proposition with a minimum of risk. As high as **$785.71 per day** has been averaged on a two-weeks' run. The gold brings $18 to $20 per ounce.

CHEAP MINING. — Everything from the grass roots down is worked, to the sulphide ore at the top level of the chutes into the lower tunnel, through which the ore is trammed to the mill. All the modern devices are employed for convenience and saving of labor, giving the Big Indian the record of the **cheapest mining and milling in the world.** No concentrators are used, and no cyaniding is done, the free gold being saved on two sets of silver-coated copper amalgamating plates in front of each battery.

MILLIONS IN SIGHT. — The Big Indian is the **largest absolutely free-milling gold plant in the State of Montana,** and will become greater. Engineering experts estimate net value of ore in sight in and around the present workings at $3,044,454, and this is but a small fraction of the ore body on Company's property. With depth, **untold millions will be developed.**

CHANCE FOR INVESTORS—For the purpose of immediately pushing a large shaft 1000 feet or more in depth upon this Mother Lode and increasing the size of the milling plant, without interfering with its present plan to liquidate its bonded indebtedness, and also pay dividends out of net earnings, the Big Indian Mining Co. has decided, in order to meet expenses of new development work, to offer for a short time only a limited amount of the Treasury Stock of the Company, to raise $50,000 00 for this purpose, and will, up to and including **March 1, 1904,** accept subscriptions for this stock at $60 a share, the par value of shares, fully paid and non-assessable, being $100. **March 2** the stock will be advanced to $75 a share — subscriptions received subject to previous sale, prompt action necessary, and another advance will follow shortly thereafter. The present profits of the Company show **average net earnings of 22 per cent.** on the investment at the present price of stock. **A limited amount of this stock will mean a life income, with great increase in value of stock. Prompt action is necessary to secure any of this stock.**

LOCAL OPINION. — "The Big Indian will become one of the great mines of the world." — *Helena Independent.* "The Big Indian is one of the best known gold mines in the vicinity of Helena." — *Helena Herald.* "The Big Indian is one of the most famous of the district south of Helena." — *Helena Record.*

REFERENCES: — National Bank of Montana, Helena, Mont.; Union Bank and Trust Co., Helena, Mont.; National Bank of Commerce, Tacoma, Wash.; Lumberman's National Bank, Tacoma.

Send For Our Illustrated Prospectus, Giving Full Details

Remittances can be made direct to the Company or to National Bank of Commerce, Tacoma; National Bank of Montana, Helena, Mont.; Robert S. Bickford, Fiscal Agent, 60 State Street, Boston, and J. F. Wright, Ass't Sec'y, Davenport, Iowa, and stock will be forwarded. Further references: Daily Record or Independent, Helena, or any business house in Helena.

For further particulars regarding this splendid investment stock, which has never been offered to the public before, address

Allen C. Mason, President Big Indian Mining Co. **Tacoma, Wash.**

Start a Business of Your Own

DO you want to increase your income? Why not manufacture and put up your own goods? Get all the profit. No large capital required. Nearly every one uses Flavoring Extracts and Perfumes. We show you how to make exquisite lasting Perfumes, also the finest quality of Flavoring Extracts at lowest possible prices.

Start out five or six canvassers. Put a line of your goods in every grocers', druggists', and general stores. The profits will surprise you. Start branch stores in every town. As your business increases and the profits come in, advertise. You will soon have an established trade—a permanent business of your own. It can be done in your spare time.

We start you—tell you how to make the goods, how to put them up and how to label and box them. We also tell you how to sell them and where you can buy the raw materials, the bottles, boxes, labels, printing, etc., at wholesale prices. Why not be your own boss? Have a business of your own—a business that you are sure of as long as you work faithfully. You have only to sell your customers once to be sure of their permanent trade. Remember no large capital is required.

It is all explained in our book, "The Wil-low Way." If you are at all interested we will send the book, all charges prepaid for only 10 cents, stamps or coin. Better send for a copy to-day. Get started in a manufacturing business. Make $5.00 to $10.00 a day in your spare time.

Make Money the Wil-low Way.

Make it from the start. Make every day a pay day. Every page of the Wil-low Way a money-maker. **Send 10 cents (coin or stamps) for copy. Send dime to-day. To-morrow never comes.**

Simply tear or cut out, fill in your name and address and mail this coupon with ten cents (dime or stamps) to The Willis O. Lowe Co., 351 Atlantic Ave., Boston, Mass.

If you want special, inside information on any particular article or any branch of business mentioned below, mark X opposite the page number. No charge for this service, but don't take up our time or send us the dime for the Wil-low Way, unless you mean business and want business.

COUPON.

PAGE

1. Greeting to thousands for whom the Wil-low Way has opened the door of success.
2. Illustrated. "Which wins? The Wil-low Way to wealth, or the Rocky Road to Ruin.
3. Tells how to make Perfumes, Quadruple, also Triple Extracts for about 10 cts. an ounce.
4 & 5. List of 22 money-making Violet, Rose and other Perfume Combinations.
6 & 7. Illustrated Sample Case outfits. There is big money in the Perfume business.
8. Tells how to make fragrant Toilet waters for 3 cents an ounce.
9. Tells how to make Bay Rum for 1 cent an ounce. Why buy an imported Bay Rum?
10. Tells how to make Hair Tonic, Shampoo and Barber's Supplies.
11 & 12. Tells how to buy and sell Sachet Powders on "trust" schemes.
13. Tells how to make your own Cough Syrups. Big saving here. Simple to make and easy to take.
14 & 15. Tells all about Burwell's "Get Well" Specialties. A good "Agents Wanted" business.
16. Editorial, personal, and full of tips about the mixer business. The meaning of "Wil-low."
17. The Mail Order business. Special supplement of a sure plan sent for 50 cts. worth $50.00.
18. Tells how to put up and sell all kinds of Cold Cream, including Wil-low's greatest secret.
19. Will open your eyes, tells how to make Vanilla extract, six formulas, worth sixty dollars.
20. Tells how to make fifty Flavoring Extracts, Essences, including Maple Syrup.
21. Tells how to put up and sell your own Flavoring Powders.
22. Tells how to make Cake colors for 2 cents an ounce, also mentions an article that has made $250,000 for one Massachusetts man.
23. Tells how to make your own Essence Jamaica Ginger.
24. The Marvelous adventures of Lo, the poor Indian. The World's greatest Catarrh Root.
25. Ready reference tables, weights, measures, postage rates, etc.
26 & 27. Price list of bottles, jars graduates, mailing cases, etc.
28. Tells about printing and what a single dollar will do. Get into the mail order printing business.
29. Tells about labels for Perfumes, Toilet articles, Flavorings, etc., plain and fancy.
30 & 31. Confidential wholesale price list of 187 Home Remedies.
32. Special wholesale price list of Floral Oils for making over 200 perfumes.
33. Tells where to get Alcohol, Cologne spirits at Wholesale prices.
34. A page for the man or woman who has a hundred dollars and wants to make a thousand.

Our name and address

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Street & No. **351 Atlantic Ave.,**

City, **Boston,** State, **Mass.**

Write plainly your name and address.

Name, ...

Street & No. .....

Town ..... *State* .....

$30 OUTFIT for $10

FREE SAMPLES AND MEASUREMENT BLANKS.

We will make an up-to-date "suit" strictly to your measure, in latest English Sack Style for only $10, and give you the following Complete Outfit FREE Actual $30 value for $10, and you don't pay for it until you receive the suit and free outfit and find it just as represented. Send us your P. O. address and we send you FREE samples of cloth, tape measure and measuring blanks for size of suit, hat, shoes, shirt, etc. FREE!

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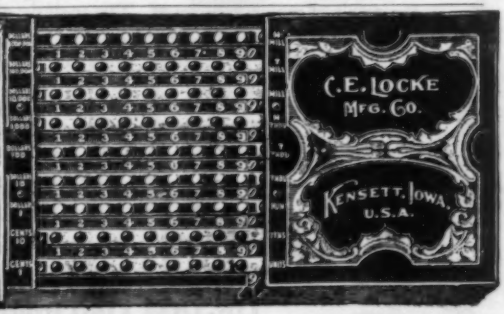

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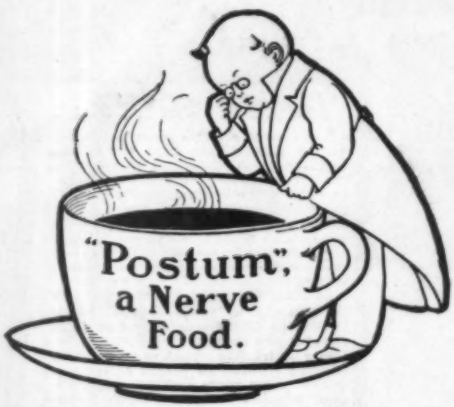

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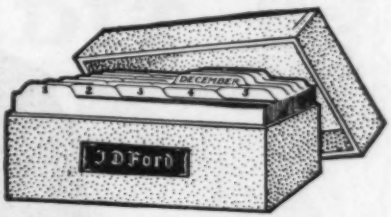

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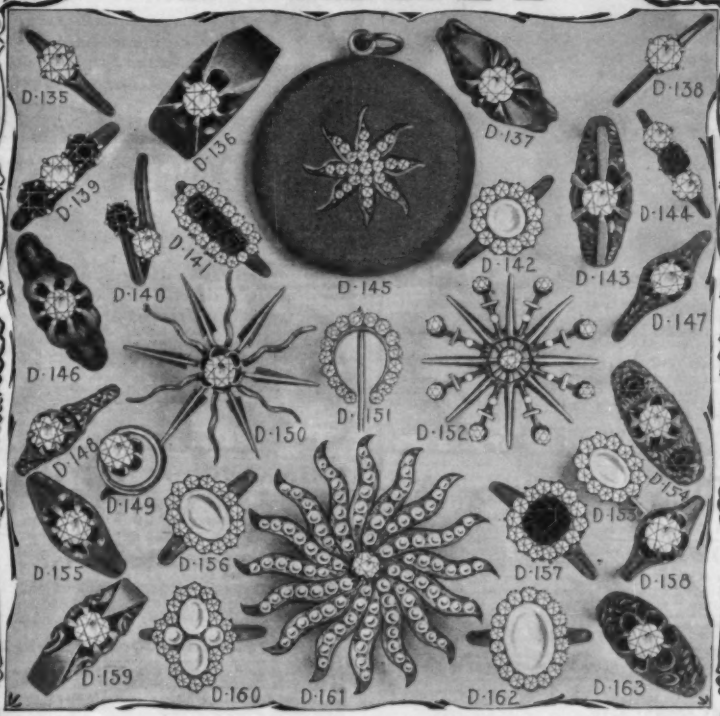

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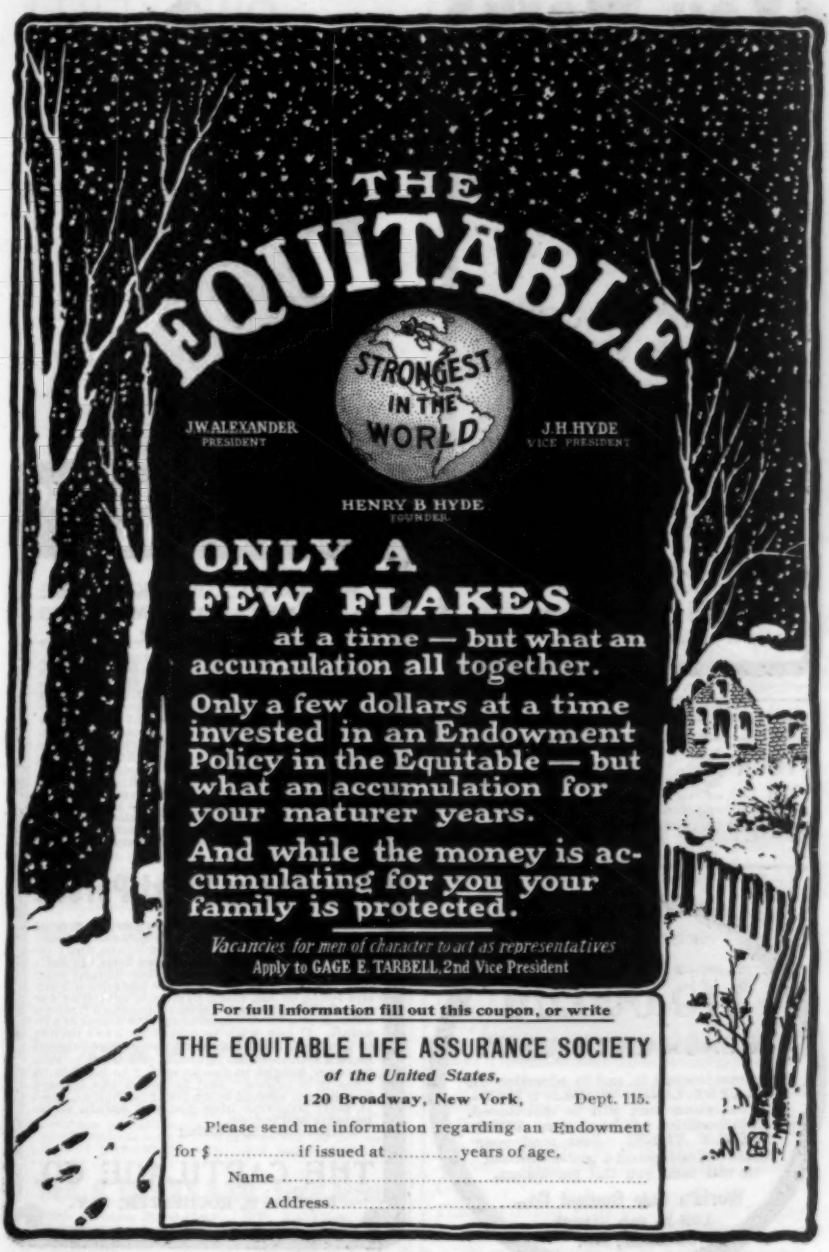
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We do not seek to crowd upon you some one cigar which we think good, but we offer you your choice of a large line of time tested, popular brands which we formerly made for jobbers and which we now sell

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Our proposition rests upon our ability to please you permanently and thousands like you, as original orders only profit us absolutely nothing.

We for many years pleased the consumers with the jobbers, salesmen, and retailer between us; why not now **dealing direct,** especially when we

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Having selected your cigar—the smoke which suits you—you may count upon getting the same cigars every time, by the box, just as you want them, delivered to your door, **all charges prepaid,** we standing ready at all times to exchange or refund upon the slightest evidence of dissatisfaction.

Thousands upon thousands of customers are using the brands we list here, and find them exactly right.

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La Medalla,	4½ in. Conchas,	.70	1.25	2.50
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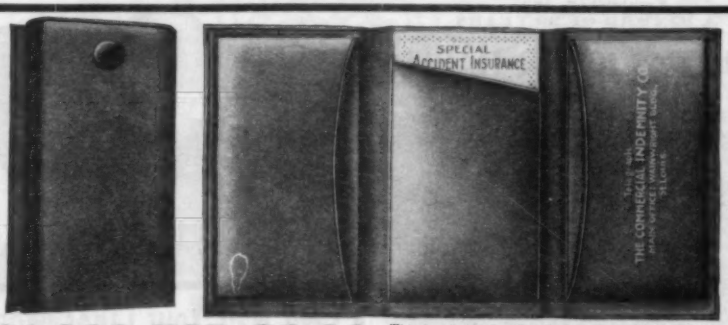

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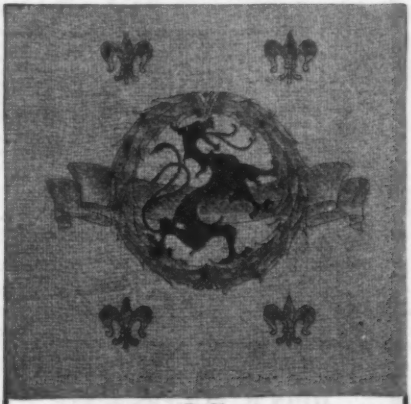

No. 61

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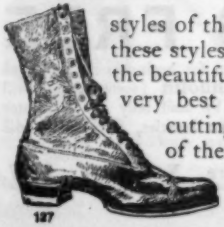
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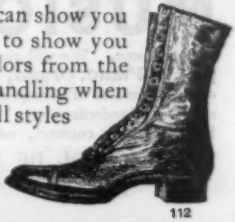
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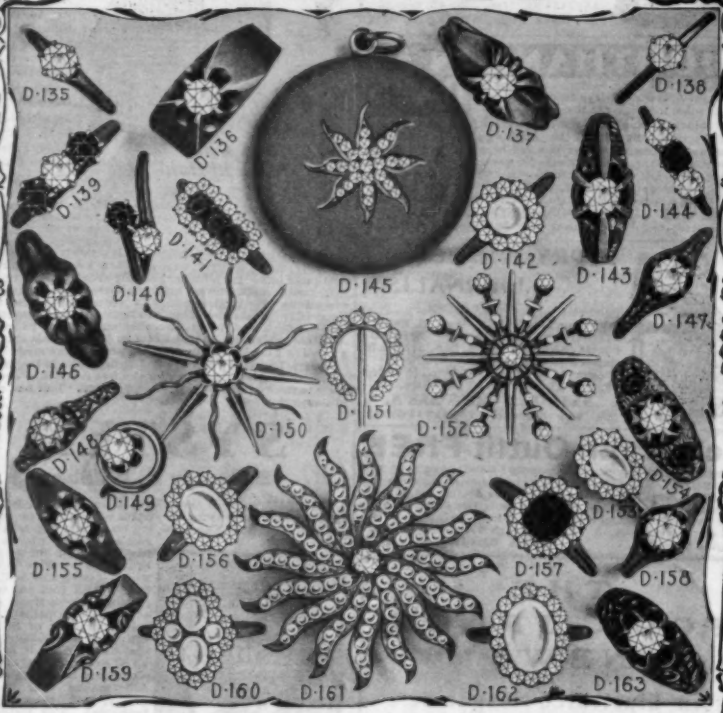

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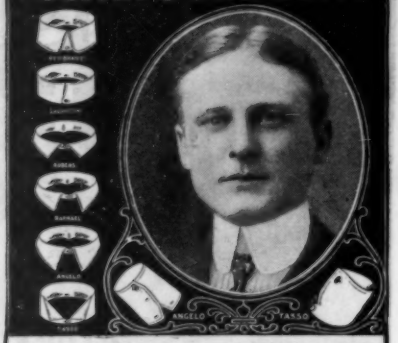

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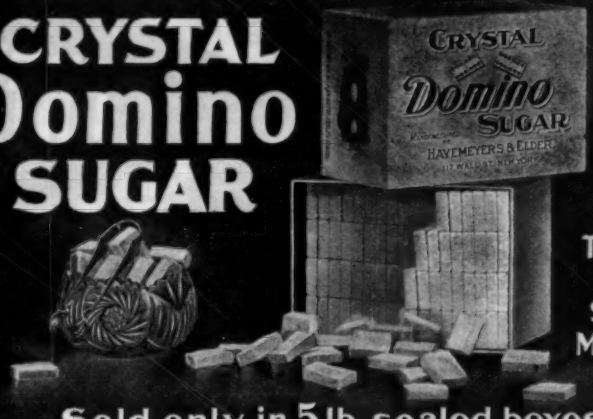

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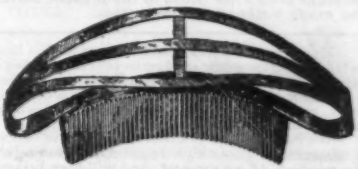

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This block is not so large as we wish it were. Indications show that this remarkable investment is so popular with these readers that the allotment will be largely oversubscribed. But this allotment is just as large as we can make it without injustice to others. If you have been procrastinating — if you have been putting it off "until to-morrow," or "until next week," it behooves you now to

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The Mutual Rubber Production Company is divided into only 6,000 shares, each one representing an undivided interest equivalent to an acre in our great commercial rubber orchard. These 6,000 acres are in the State of Chiapas, Mexico — the finest rubber land in all the world. In this orchard we are changing the production of crude rubber from the uncertain method heretofore employed — that of reckless and destructive tapping by improvident natives — to the most solid and permanent basis known to modern scientific forestry, and under Anglo-Saxon supervision. No industry ever underwent so radical a development as we are now engaged in, without making immensely wealthy all those interested in the change. The enormous fortunes made in the past, by gathering crude rubber from virgin trees scattered here and there in the tropical jungle are as nothing compared to the sure and permanent incomes to be derived from this new industry.

No large cash down payment is required to secure these shares, as they are paid for in small monthly instalments, as the work of development progresses. For $20, as the first monthly payment, you can secure five shares. Then you pay $20 a month for 11 more months, then $15 for 12 months, then $10 a month for a limited period, until you have paid $1,380, the full price for five shares ($276 each in the present series). But, meantime, you will have received dividends amounting to $1,050, or $210 per share, so that the actual net cost of your shares in this remarkably safe and profitable investment will be only $330 of your own money, or $66 per share. Then, from the maturity period onward, your five shares, or acres, will yield you or your heirs $1,200 a year for more years than you can possibly live.

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Every possible safeguard surrounds this investment. The State Street Trust Co., of Boston, holds the title to our property in Mexico as trustee. We agree to deposit with them the money paid in for shares, and we file with them sworn statements as to the development of the property. This company also acts as registrar of our stock. You are fully protected from loss in case of death or in case of lapse of payments, and we grant you a suspension of payments for 90 days any time you may wish. Furthermore, we agree to loan you money on your shares.

We can prove to you that five shares in this safe and permanent investment, paid for in small monthly instalments, will not only bring you **an average return of 25 per cent. on your money during the period of payment,** and will then bring you **$100 a month for more than a life time.** Send us at once $20 as the first monthly payment to secure 5 shares, $40 for 10 shares, $100 for 25 shares — $4 per share for as many shares as you wish to secure. If you act to-day you will have time to investigate this proposition thoroughly, but you have no time to lose. Our literature explains our plan fully and concisely and proves every statement. It will be sent to you immediately on request.

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10,000 Pair of $5.00 Tailor Made Trousers FREE

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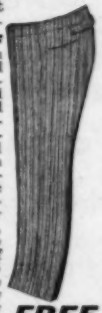

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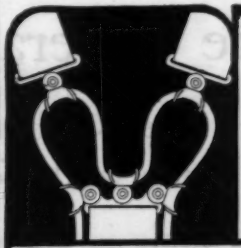

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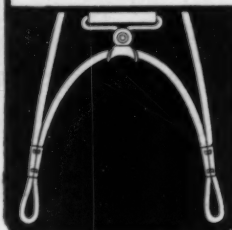

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The most healthy nations in the world—the most hardy, most energetic—drink the most of it.

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Impurity means germs and germs are harmful. That is why we brew Schlitz in absolute cleanliness. That's why we filter even the air that touches it, then filter the product, then sterilize every bottle.

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THE BEER THAT MADE MILWAUKEE FAMOUS.

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If ordinary coffee acts poisonously on your stomach and nerves use POSTUM.

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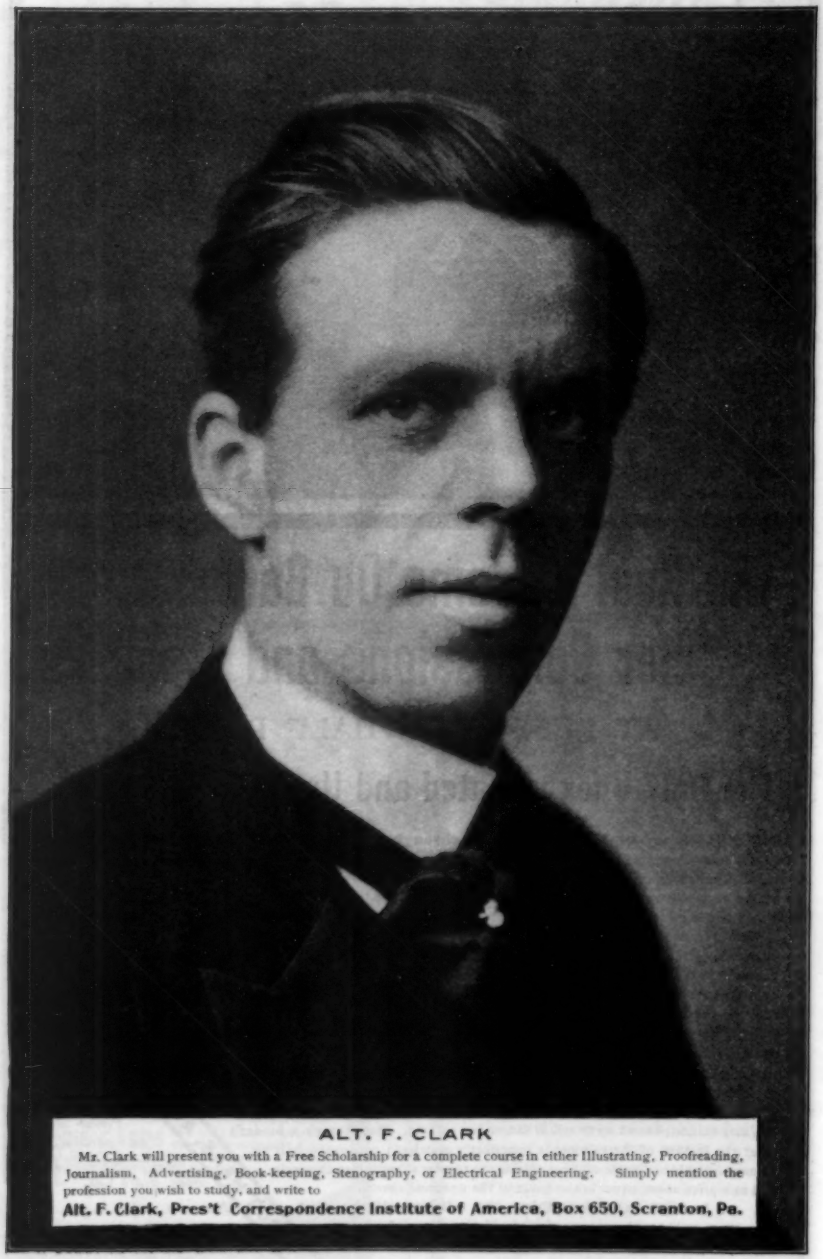
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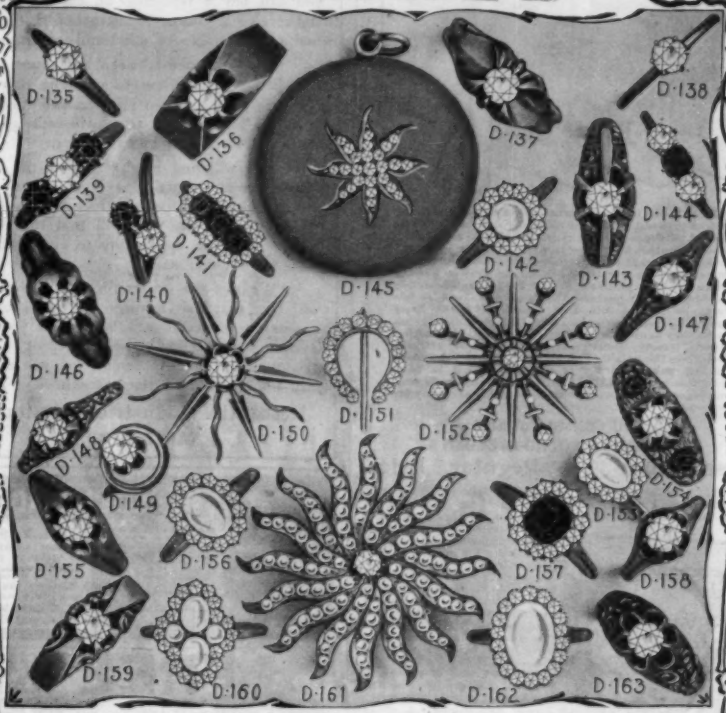

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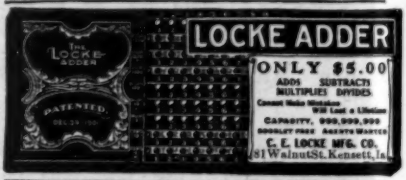

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MANY MAKE $2,000.00 A YEAR. You have the same chance. Start a Mail Order Business at home. We tell you how. Money coming in daily. Enormous profits. Everything furnished. Write at once for our "Starter" and FREE particulars.
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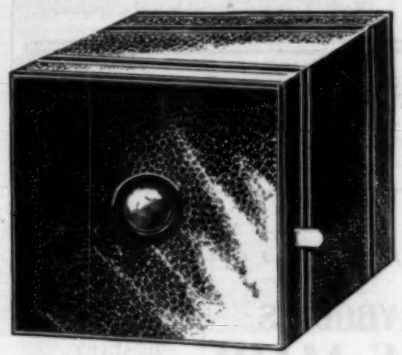
THE CAMERA and COMPLETE OUTFIT



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This is the best premium given away for doing only a few hours work. Every camera carries the guarantee that it will take a

Perfect Picture

The possession of a good camera like this means unlimited pleasure during your outings, and will enable you to furnish photos to all members of your family.

The "Little Indian Camera" and Outfit

1 Pkg. Plates	1 Sheet Ruby Paper
1 Pkg. Hypo.	1 Developing Tray
1 Pkg. Developer	1 Toning Tray
1 Pkg. Card Mounts	1 Printing Block
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CONDITION

We are determined to introduce our Jewelry into every home of the Union, and in order to do so we need good agents, and are willing to pay them handsomely. Don't send any money; we trust you. Order to-day, and we will send you

25 JEWELRY NOVELTIES

by return mail postpaid. You are to sell these novelties at 10 cents each. When sold, send us the $2.50 collected, and we will ship to you above camera, with complete outfit, prepaid, as a

Free Premium

Picture taken with a Little Indian Camera

The most notable inducement ever offered goes with this proposition: — Packed with the 25 Jewelry novelties, you will receive 25 invisible pictures, which when held over lamp or fire will develop out of the blank of the space, the most fascinating pictures appearing all of a sudden to your vision.

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Do not experiment with Baby's delicate little stomach. Get COOK'S Flaked Rice. There are substitutes. Beware of them.

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CROSS—
ALL—

BABIES MADE

—HEALTHY
—WELL
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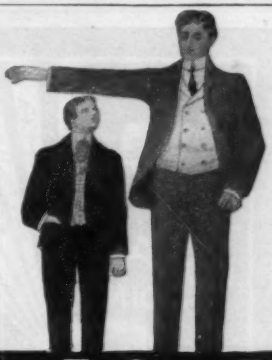

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To be a "good height to dance with," to be "tall enough to see in a crowd"? To improve the symmetry of your figure and to add to your general appearance? It is entirely possible for you to increase your height and accomplish these other advantages in your own home without taking any internal treatment, without drugs, without operation, without pain or injury to yourself, without putting yourself to any inconvenience.

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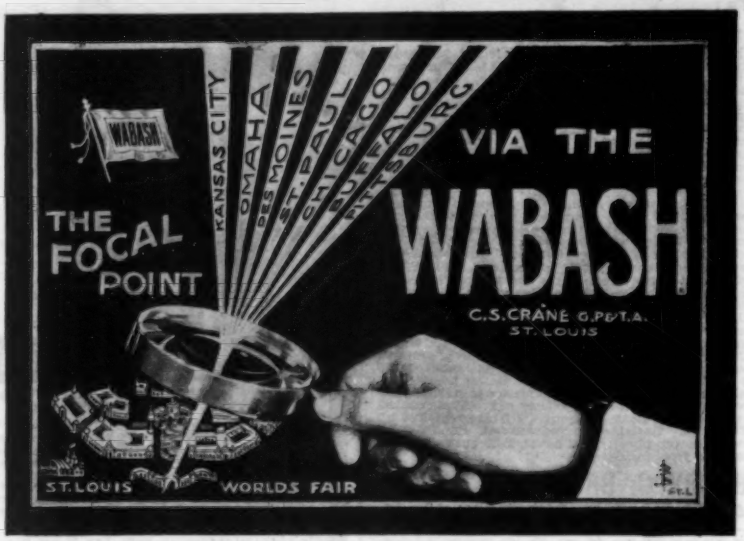

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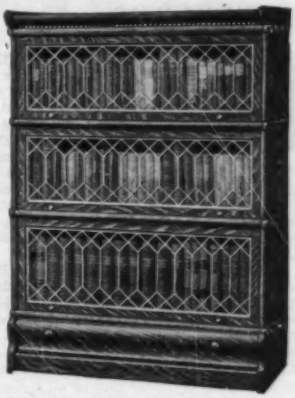

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I SUFFERED FOR YEARS with a humiliating growth of hair on my face, and tried many remedies without success; but I ultimately discovered the TRUE SECRET for the permanent removal of hair, and for more than seven years have been applying my treatment to others, thereby rendering happiness to, and gaining thanks of, thousands of ladies.

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The unsightly hair on the lips, arms, and neck or the hair mole, need no longer detract from an otherwise pretty face of a lady if she will use **Venetian Depilatory.** It is harmless as water. Dissolves the hair where and when applied. You simply dip a piece of cotton in the Depilatory, place it on the hair, and in three minutes wash the skin and it will be as clear and soft as a child's, with all traces of hair gone forever.

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COUPON.

PAGE

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2. Illustrated. "Which wins? The Wil-low Way to wealth, or the Rocky Road to Ruin.
3. Tells how to make Perfumes, Quadruple, also Triple Extracts for about 10 cts. an ounce.
4 & 5. List of 22 money-making Violet, Rose and other Perfume Combinations.
6 & 7. Illustrated Sample Case outfits. There is big money in the Perfume business.
8. Tells how to make fragrant Toilet waters for 3 cents an ounce.
9. Tells how to make Bay Rum for 1 cent an ounce. Why buy an imported Bay Rum?
10. Tells how to make Hair Tonic, Shampoo and Barber's Supplies.
11 & 12. Tells how to buy and sell Sachet Powders on "trust" schemes.
13. Tells how to make your own Cough Syrups. Big saving here. Simple to make and easy to take.
14 & 15. Tells all about Burwell's "Get Well" Specialties. A good "Agents Wanted" business.
16. Editorial, personal, and full of tips about the mixer business. The meaning of "Wil-low."
17. The Mail Order business. Special supplement of a sure plan sent for 50 cts. worth $50.00.
18. Tells how to put up and sell all kinds of Cold Cream, including Wil-low's greatest secret.
19. Will open your eyes, tells how to make Vanilla extract, six formulas, worth sixty dollars.
20. Tells how to make fifty Flavoring Extracts, Essences, including Maple Syrup.
21. Tells how to put up and sell your own Flavoring Powders.
22. Tells how to make Cake colors for 2 cents an ounce, also mentions an article that has made $250,000 for one Massachusetts man.
23. Tells how to make your own Essence Jamaica Ginger.
24. The Marvelous adventures of Lo, the poor Indian. The World's greatest Catarrh Root.
25. Ready reference tables, weights, measures, postage rates, etc.
26 & 27. Price list of bottles, jars graduates, mailing cases, etc.
28. Tells about printing and what a single dollar will do. Get into the mail order printing business.
29. Tells about labels for Perfumes, Toilet articles, Flavorings, etc., plain and fancy.
30 & 31. Confidential wholesale price list of 187 Home Remedies.
32. Special wholesale price list of Floral Oils for making over 200 perfumes.
33. Tells where to get Alcohol, Cologne spirits at Wholesale prices.
34. A page for the man or woman who has a hundred dollars and wants to make a thousand

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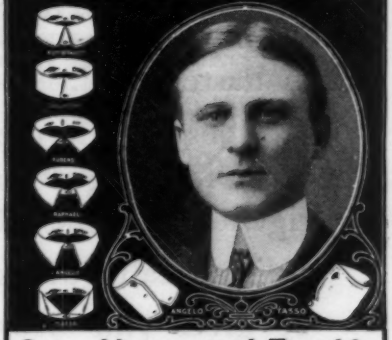

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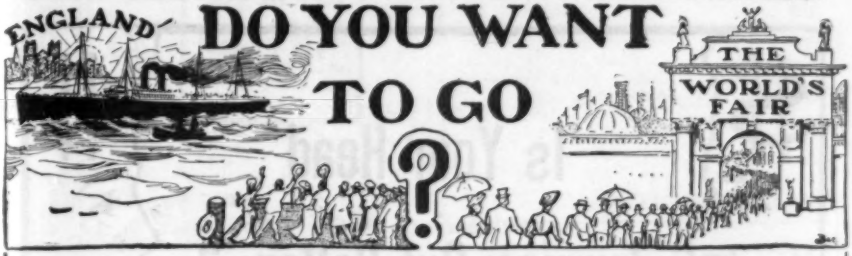

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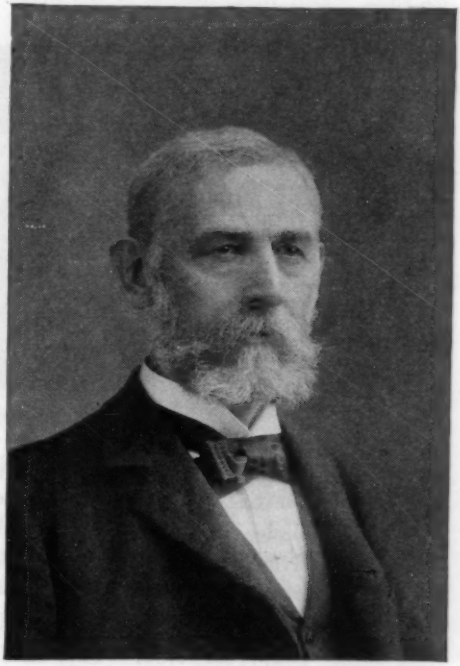

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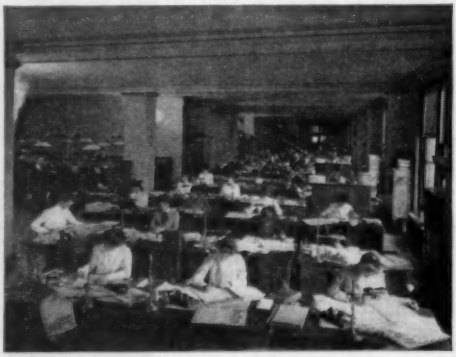
Now, that is what the Prudential has sought to do from the beginning. It has stood for the democratic idea, for the widest distribution of the benefits of insurance among the people. And the Prudential's rise to greatness has clearly been due, in large degree, to this breadth of real human service.

Ten years after the close of the Civil War — a period so recent that its history has scarcely been written — the Prudential was established in Newark. As if foreknowing the great rock to which it would grow, it began its foundation in a basement office. It was like the beginning of the New York *Herald* by Bennett, the elder, in a basement on Ann Street. But it would be an idle play with words to make a basement office the real foundation of the Prudential. It was something much deeper down than that — nothing else than the bed-rock American principle of democracy. The Prudential applied the democratic principle to life insurance. As Senator Dryden, of New Jersey, the founder of the company, has said, "Life insurance is of the most value when most widely distributed. The Prudential and the companies like it are cultivating broadly and soundly among the masses the idea of life insurance protection. To them is being carried the gospel of self-help, protection, and a higher life."



THE ORDINARY POLICY DEPARTMENT

And what has been the result of the democratic American principle worked out in life insurance? In 1875 the first policy was written in the Prudential. At the end of 1903 there were 5,447,307 policies in force on the books of the company, representing nearly a billion dollars. The assets in 1876 were $2,232, while twenty-seven years later, in 1903, they were more than 30,000 times greater, or $72,712,435.44, the liabilities at the same time being $62,578,410.81. This is a record of growth that is without precedent in insurance, and that is hard to match in the whole range of industry.

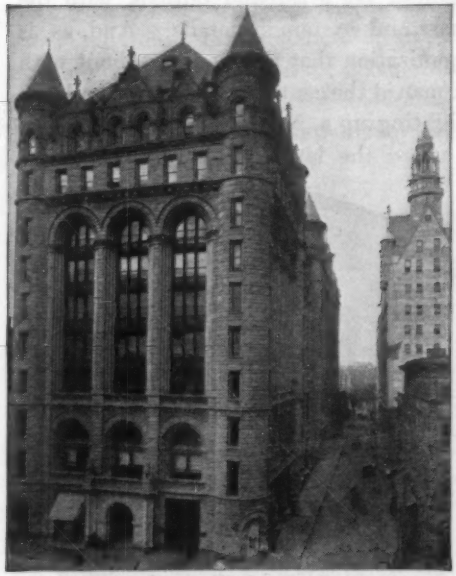
The Prudential Insurance Company of America is a national institution. It was founded to provide insurance for the American people on the broadest possible basis, consistent with strength

and safety. It does not write insurance abroad. In the fullest sense it has worked out the democratic idea of safe insurance for the American people. Just as Grant and Lee organized their armies, or as Kouropatkin and Yamagata plan their campaigns in Asia, so does the Prudential work out its national insurance propaganda. The company's organization is essentially military. It is a wonderful combination of big grasp and outlook with the most painstaking thoroughness and system in details. And, as is always the case in every organization that throbs throughout with intelligent energy, there is a man at the centre of it. This man has a constructive imagination lighting up a New England brain. To business prudence there is added the large vision which sweeps the horizon for opportunity. Naturally, to such a vision the application of the democratic idea to insurance was an opportunity of the first magnitude. When seen, it was grasped and developed. The Prudential was founded. In the most careful way, its idea was tested, just as the Secretary of Agriculture tests seeds at the Government's experiment farms. At the end of ten years of this method of growth, the company reached the point where, it was believed, insurance could be safely offered for any amount with premiums payable on any plan, either in weekly installments or at longer periods. Within the five years 1886 to 1890 inclusive, the company's assets increased nearly five-fold, from $1,040,816 to $5,084,895, and the amount of insurance in force from $40,266,445, to $139,163,654.

The Prudential publicity is accompanied by wise promotion

from a field force of over 12,000, some of whom have been with the company for over a quarter-century, working in almost every State of the Union. They have the zeal of Crusaders, and it is kept at ardent pitch through an organization that could not fail to produce a wonderful *esprit de corps*.

It would be interesting to describe the broad activities that hum in the great buildings at Newark, but they would more than require an entire article themselves. So, too, with the equipment and furnishings of the buildings which, in the way of complete adjustment to their particular work, are probably unequaled in the world. For example, in the actuarial department is a card machine, invented by the actuary of the company, which can do all but think. But many of these things, in miniature, will be seen by the thousands who go to the World's Fair at St. Louis. They will find in the Prudential's exhibit in the Palace of Education a fine model of all the buildings, and also the fullest data concerning life insurance that have ever been brought together.



HOME OFFICE BUILDINGS OF THE PRUDENTIAL.

POWERFUL FOOD

That can lift A man Out of Bed

Disease cannot successfully attack people if their food and habits are right.

When one has stopped growing and lives mostly indoors it's high time to stop greasy meats or half cooked starchy food, much white bread, soggy vegetables, etc., etc.

It's worth trial to simplify the diet, get well and keep well.

Say Breakfast and Lunch on a little fruit (preferably cooked and very little sugar),

Dish of GRAPE-NUTS and Cream,

Slice of whole wheat bread and butter,

Cup of Postum Food Coffee,

One or two soft eggs and

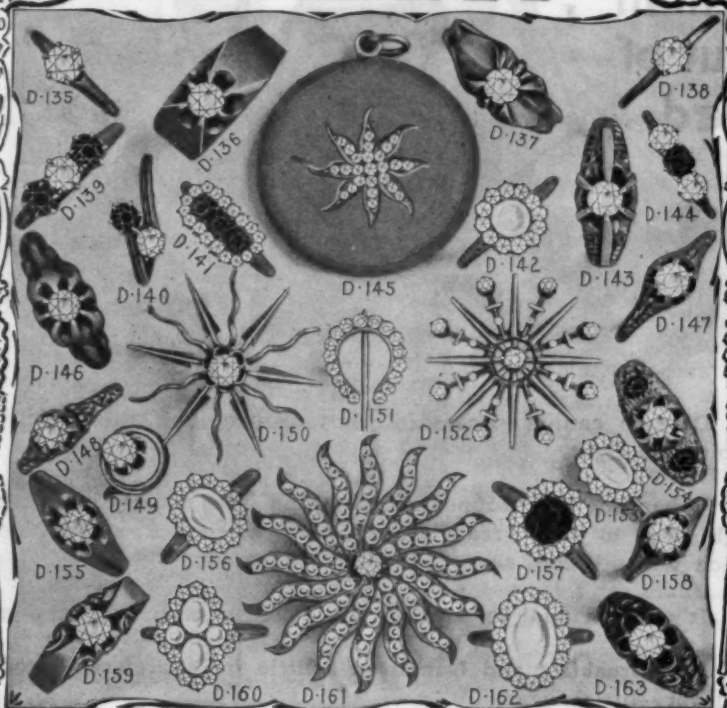
NOTHING ELSE.

You are liable to "feel like a lord" in a day or two. "There's a reason" for GRAPE-NUTS food is a power for brain centres and body.

Have a try and tell yourself.

Get the little book, "The Road to Wellville," in each pkg.

DIAMONDS ON CREDIT



Your Choice of the Above Pieces $50.00 at $5.00 Monthly.

SEND $10 for either of the above beautiful pieces, or if you prefer, make a selection and it will be sent C. O. D. $10, with all charges prepaid. The balance, ($40) you may send us in eight equal monthly payments of $5.00. If your selection does not please you in every way, send it back and your money will be refunded at once. Our new Catalogue shows hundreds of other pieces at this price, and thousands ranging in price from $10 to $1000. We send a copy free — please write for it to-day. Why not begin at once, by making the best investment possible? Diamonds will pay at least twenty per cent. in increased value during 1904, and their purchase under the **Loftis System** of easy monthly payments constitutes the ideal way of saving money. You have your security always in your own possession, and every day can enjoy the fullest and freest use of your money in wearing the Diamond. We furnish a Steel Safe for Home Savings if desired. **We Sell Genuine Diamonds Only,** and every stone is specially selected and of superior quality. **A Guarantee Certificate** goes with every Diamond sold, and every Diamond is subject to exchange at full price paid, at any time in the future. Our prices will average about ten per cent. lower than the cash prices of smaller concerns.

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Simply make your selection from our Catalogue, and it will be sent to your home or place of business, (or to your Express Office if you prefer.) Examine it as carefully as you wish, then, if you are fully satisfied with the article and its price—pay one-fifth and keep it, sending the balance to us in eight equal monthly payments. We are by far the largest house in the Diamond, Watch and Jewelry business, and one of the oldest, Est. 1858. Your local banker can refer to his books of commercial Ratings and tell you all about our reliability, responsibility and standing in the business world. Don't buy a Diamond before getting our Catalogue and reading our Diamond Book — we send both free on request.

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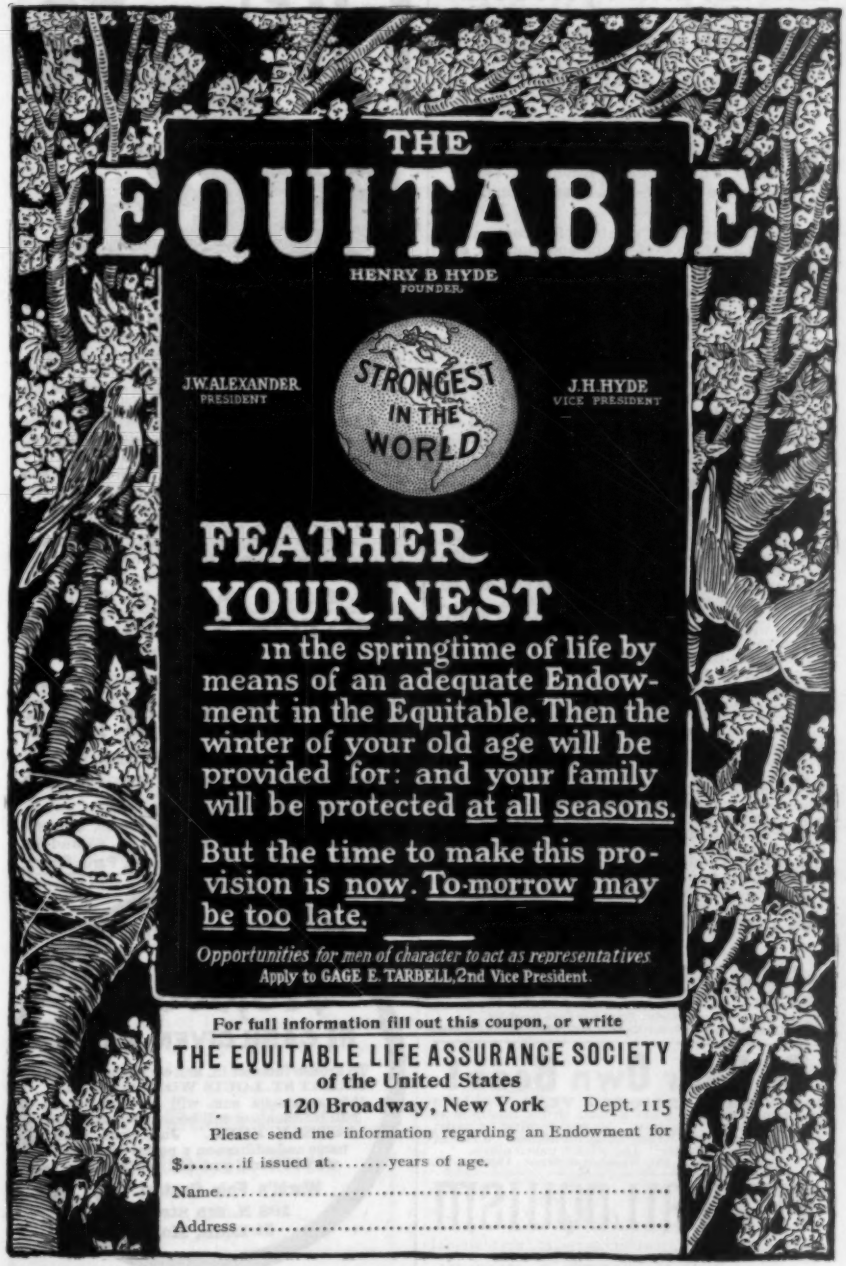
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HENRY B HYDE
FOUNDER.
J.W.ALEXANDER
PRESIDENT
STRONGEST IN THE WORLD
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VICE PRESIDENT
FEATHER YOUR NEST
In the springtime of life by means of an adequate Endowment in the Equitable. Then the winter of your old age will be provided for: and your family will be protected at all seasons.
But the time to make this provision is now. To-morrow may be too late.
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Apply to GAGE E. TARBELL, 2nd Vice President.
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Please send me information regarding an Endowment for
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Extraordinary Accommodations at St. Louis Fair

Splendid Hotel Right Inside Exposition Grounds—Thousands of Rooms at Very Moderate Rates—Ideal Conditions.

Visitors to the World's Fair at St. Louis need not fear either lack of accommodations or extortionate prices. Under the supervision of the World's Fair Management a huge hotel has been built right inside the Exposition grounds where every comfort and modern convenience at most reasonable rates can be enjoyed by all.

This new departure in world's fair accommodations is called "The Inside Inn" and it is built and furnished upon the same lavish scale which characterizes every feature of the big show. It is three stories high, is 400 feet wide and 800 feet long. It contains spacious reception-rooms, reading-rooms, parlors and offices and its dining-hall and restaurant will seat 2,500 people to a meal at a single sitting. It has 2,257 bedrooms the prices of which range from $1.50 to $5.50 per day on the European plan and from $3.00 to $7.00 on the American plan, including daily admission to the Exposition, all guests enjoying the same dining-room privileges and service. The Inside Inn is under the direct management and supervision of Mr. E. M. Statler, the well-known caterer of Buffalo. This fact alone is sufficient guarantee that the cuisine and service will always be of the very highest order.

Those who remember the heartbreaking weariness of the long journey homeward after a tiring day at the World's Fair at Chicago or the Pan-American at Buffalo will instantly appreciate the extraordinary convenience and comfort afforded by thus residing right within the Exposition grounds. No admission fee other than the first will be needed by guests of the Inside Inn, while the saving effected of carfares, suburban train service, etc., will prove a valuable item to those who study economy.

The enormous capacity of The Inside Inn assures ample accommodations for all—no matter when or in what numbers they come—but those who prefer to secure their rooms in advance may make reservations now for any period during the life of the Fair. A post card addressed to The Inside Inn, Administration Bldg., World's Fair Grounds, St. Louis, Mo., will bring a most interesting booklet, giving every possible detail.

Work for Yourself Not Others

Ambitious men and women, there is plenty money in the mail-order business, and it requires but little capital. Get started properly, conduct it right—it means independence and a large steady income. We teach this business completely. Send for free booklet.
Louis Gaenther's Mail Order Bureau, 602 Schiller Bldg., Chicago

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MANY MAKE $2,000.00 A YEAR. You have the same chance. Start a Mail Order Business at home. We tell you how. Money coming in daily. Enormous profits. Everything furnished. Write at once for our "Starter" and FREE particulars.
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Learned at home. Amateur course, $2; professional $5. Send 2c. stamp for proofs and particulars.
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A $50.00 Columbia Graphophone has never been given away free, as some claim, but if you send us your name and address we will send you free and trust you with 30 of our fast-selling Jewelry Novelties. Here is an honest advertisement. No beating around the bush. We make an offer in plain English to give away a Grand Talking Machine for selling only 30 Jewelry Novelties at 10c. each. We are determined to introduce our Jewelry in every house, and in order to do so we need good agents, and are willing to pay them handsomely. Don't send any money; we trust you. Order to-day and we will send you the 30 Jewelry Novelties by return mail, postpaid. When sold, send us the $3.00 and we will ship you the Talking Machine at once. No charge for boxing, packing, etc. All we ask is that you show it to your friends. Write at once.

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Model studies, Stereos, Beauties, etc., 100 small photos and two large ones, $1 note.
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In the most graceful and exquisite French workmanship.
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Carefully Selected Assortments, $2, $3 and $5.
R. GENNERT, 89B, Faubg, St. Martin, Paris, France.

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$75,000.00

IN CASH GIVEN AWAY.

To arouse interest in, and to advertise the GREAT ST. LOUIS WORLD'S FAIR, this enormous sum will be distributed. Full information will be sent you ABSOLUTELY FREE. Just send your name and address on a postal card and we will send you full particulars.

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Are the only kind that protect books properly — convenient, dust proof, with cushion-closing, automatic doors. Not expensive, can be added to from time to time as your library grows.

As illustrated, 49 inches high, art glass doors, drawer in base, quarter-sawed oak, or mahogany finish, $18.25. Other styles from $8.25 up shown in our bookcase catalog No. 1, **mailed free.** A postal will do.

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They are made from selected bamboo, closely woven by hand to a stout bamboo framework. Lined with waterproof Japanese sea-weed paper. Absolutely preserves delicate dresses from dust and moisture. Strong and durable. Sagging is impossible.

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The only kind to buy for up-to-date, smart, stylish watches. Ladies' enameled timepieces for the shoulder. Artistic devices for belt wear. Petite hunting-cased watches for the corsage. Locket watches for the chain. Accurate, reliable and attractive.

FOR SALE BY ALL JEWELERS
CATALOGS SENT ON REQUEST

The New England Watch Co.
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Offices: 37 and 39 Maiden Lane, NEW YORK; 131-137 Wabash Avenue, CHICAGO; Spreckels Bldg., SAN FRANCISCO

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Earn Ten to Twenty-five Dollars a Week In Your Spare Time

PROFITABLE, PERMANENT EMPLOYMENT

If you can spare an hour or so each day we can offer you the chance of a lifetime, the opportunity to engage in a business that is honest and straightforward, pleasant, and very profitable. We show you how to start a business of your own right in your own home. It will not interfere with your present business or household duties. Many ladies possess business ability, but owing to various circumstances are obliged to get along on a small income working for others. We make you your own boss. Let us show you how!

NO EXPERIENCE NECESSARY

We show you how to start the business—give you the whole plan—furnish you with all the material and assist you in every way possible. Just think what you could do with an extra ten dollars each week. Think of the pleasure it will bring you. You can earn this and more, too, if you will only follow our instructions. Again, you have no fixed hours—you are your own boss and work only when you want to. We will help you to build up an honest, legitimate enterprise that will give you big profits. It costs you nothing for the plan. Send for it. If you like it, accept our wonderful offer—if not, you are under no obligations to us. Isn't it worth while investigating?

YOU DO NOT NEED TO TRAVEL

You can work right in your own town—your own home, among your friends and acquaintances, or if you desire we will show you how you can travel and see the country. You can work an hour each week or you can give all your time and attention to the business. The more attention you give to the business the more money you will make. If you really want to make money you cannot afford to reject the wonderful offer we want to make you. Send to-day for full particulars.

ESPECIALLY ADAPTED TO WOMEN

Although the business we offer is especially adapted to ladies, we have many hustling girls and boys who are working their way through school and college working the Wil-low Way. The offer applies to men as well as women. Book-keepers, Teachers, Clerks, and others are greatly increasing their incomes working evenings and during their spare time. Others give their whole time to the business. They are all making money and you can do just as well. Now is the time to start.

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Fill in the coupon at the right-hand corner of this ad. and mail to us with five two-cent stamps to help pay the postage and other expenses. We will send you full particulars, together with our book, the "Wil-low Way," which gives much valuable information, suggestions, and advice. Better send for a copy to-day. It will be worth many dollars to you.

THE WILLIS C. LOWE CO.

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GENTLEMEN:—Enclosed please find ten cents for which send me at once the plan for increasing my income, together with your valuable book the "Wil-low Way."

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The advance in civilization is accompanied by decay of the teeth. You need the best dentifrice to insure good teeth.

DENTACURA TOOTH PASTE is endorsed by thousands of Dentists. Insist on getting it. Avoid substitutes. Literature on application.

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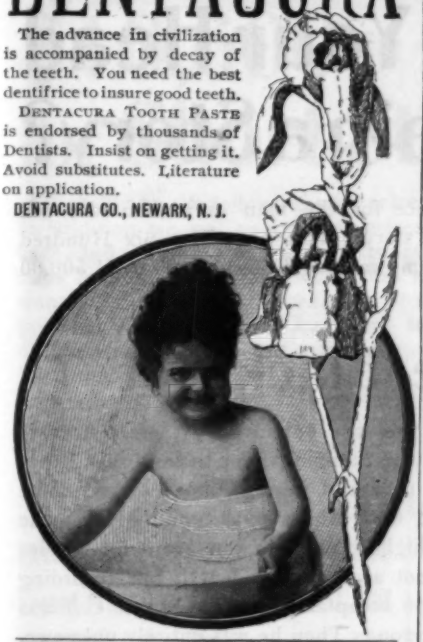

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TOILET POWDER
A Positive Relief for
Prickly Heat, Chafing and Sunburn
and all afflictions of the skin. Delightful after shaving. Removes all odor of perspiration. SAMPLE FREE.
GERHARD MENNEN CO. NEWARK, N. J.
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MENNEN'S VIOLET TALCUM
Something Exquisite
TRADE MARK

FREE Send us your photo and we will reproduce it and send you one dozen miniature photos, absolutely free of charge, just to introduce our complete line. It does not cost you one cent of money. All we ask is a slight favor that will not take more than five minutes of your time. Send your photograph to-day.

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THE IDEAL BABY YARD

For indoors and outdoors. Frees mother from care and worry and child from danger of accident. Better for the baby than a nurse-girl and almost as helpful to the mother. Folds flat when not in use. **Prices $3 to $5** (according to size), express prepaid east of Mississippi River. Send for booklet.

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100, 35c. postpaid. Strictly high-grade. Pontiac Engraving Co., 38 Cupples Station, St. Louis, Mo.

Ladies having fancywork to sell, Doilies, Centerpieces, Battenberg, Crocheting, and Drawnwork, send stamped envelope.

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Gilbert's Heel Cushions

"Worn inside the shoe."

Increase Height, Arch the Instep, Make Better Fitting Shoes, Remove Jar in Walking. Indorsed by physicians. Simply placed in the heel, felt down. Don't require larger shoes. ¼ in., 25c.; ½ in., 35c.; 1 in., 50c. per pair. At shoe and dep't stores. **READ** Send name, size shoe, height desired, and 2c. stamp for pair on ten days' trial.

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QUILTED MUSLIN MATTRESS PADS

are made in all suitable sizes for Beds and Cribs.
They are a Sanitary necessity.

QUILTED CRIB SCREEN PADDING

18 inches wide is the most useful article that a mother can buy for the comfort of her baby. When put around Crib it saves from draughts and protects arms, legs and head from contact with metal frame of bed.

ASK DRY-GOODS DEALER AND SEND TO US FOR SAMPLE:

EXCELSIOR QUILTING CO., 15 Laight Street, New York City

Does Your Head Contain a Story?

Here's a chance for the man or woman who will tell a clever short story. Ten Thousand Six Hundred Dollars cash in sums ranging from $100.00 to $1,500.00 for stories for

The Black Cat

It matters not if you are unknown — if your story is worth reading here's your Stepping Stone to Success. Every State of the Union contains men and women who achieved fame and fortune through THE BLACK CAT, which pays nothing for name or reputation of a writer, but the highest price in the world for Stories that ***are*** Stories, and which pays not according to length but according to strength, and pays promptly upon acceptance. THE BLACK CAT was the first to buy stories of Jack London. Then he was entirely unknown. To-day he is one of the most successful short-story writers in the world. Many similar cases are a matter of record.

While scores of Literary Men, Journalists, and Educators have proved successful in THE BLACK CAT contests, HUNDREDS of men and women in plain, every-day life have not only been winners, but carried off the richest prizes. For example, in its last story contest, the Faculties of a dozen or more colleges were represented among the winners, yet the $2,100.00 prize was won by Clifton Carlisle Osborne, Fort Worth, Texas, who had never before written a story; and the second prize of $1,300.00 went to Mrs. Clark Dooley, Houston, Missouri. It may be mentioned that THE BLACK CAT has in a single day paid more than twelve thousand dollars cash to winners in one of its story contests.

Every life contains at least one tale worth telling, and hidden in the brains of the readers of this advertisement are the stories which will win $10,600.00 cash. Does your head contain one of them?

No story will be considered unless it is submitted strictly in accordance with the conditions on the following page.

$10,600 in Cash for Short Stories

We will pay the following cash prizes for short stories. In addition we will pay special prizes of $100 or more each, and purchase at prices satisfactory to the writers tales found available but which fail to win prizes. We want original, out-of-the-ordinary stories, as short as possible. Bright, clean, humorous tales are especially desired, but no stories with more than one-tenth dialect. The morbid and unpleasant should be avoided rather than emphasized. Every story will be judged solely on its merits — name or fame of writer will carry absolutely no weight. The successful stories will be published in

The Black Cat

First Prize - - - - - - -	$1,500	6th to 10th	5 Prizes, $200 each - $1,000
Second Prize - - - - - -	1,000	11th to 30th	20 Prizes, $150 each - 3,000
Third Prize - - - - - -	500	31st to 60th	30 Prizes, $100 each - 3,000
Fourth Prize - - - - - -	300		
Fifth Prize - - - - - -	300		

TOTAL, $10,600 CASH

CONDITIONS. **1.** Every story must be strictly original and must, neither wholly nor in part, have appeared in print in any language.

2. Each manuscript must bear at the top of the first page the writer's real name and address in full (if it is desired that the story be published under a pen name, that must likewise be given), as also the number of words it contains, which may range from 1,000 to 5,000. Other things being equal, the shorter of two stories will be preferred.

3. Manuscripts must be plainly written (with typewriter or pen) on one side of paper only on sheets not larger than 8 x 11 inches, must be sent flat or folded, not rolled, *postage fully prepaid*, and accompanied by addressed and stamped envelopes for return. Letters advising submittal of stories must be *enclosed with manuscripts*, not sent separately, and to prevent loss the name and address of the sender should be on back of envelope. Manuscripts will be received and returned only at writers' risk.

4. With every manuscript there must be enclosed, *in the same envelope*, one yearly subscription to THE BLACK CAT, together with 50 cents to pay therefor. On subscriptions to foreign countries 24 cents must be added for postage; but Canada, Mexico, Cuba, and our territorial possessions do not require foreign postage. Remit by draft, postal or express money order, or registered letter. One- or two-cent postage stamps in perfect condition will also be accepted. If competitors are already subscribers to THE BLACK CAT or submit more than one manuscript we will, if they so instruct us, extend their existing subscriptions or enter the new ones in the names of other parties. Any competitor may send as many stories as desired, but with each story all conditions must be complied with.

5. All envelopes containing manuscripts as above must be plainly marked "For Competition," and addressed, "The Shortstory Publishing Company, 144 High Street, Boston, Mass." Their receipt will be acknowledged as promptly as possible.

6. The competition will close October 12, 1904. The awards will be paid within 60 days thereafter, and announced in the earliest possible issue of THE BLACK CAT. We reserve the right to make such changes in awarding the prizes as unlooked-for circumstances may render desirable. Should, for instance, two stories of equal merit prove worthy of a prize, the prize will be either doubled or divided.

For stories unsuccessful in the competition but deemed desirable, we will either award special prizes of not less than $100 each, or make a cash offer. All unsuccessful manuscripts submitted as above, will be returned *as soon as found unavailable*. The conditions being here fully set forth, we cannot enter into correspondence relative thereto.

IMPORTANT. No story will be considered unless all the conditions are followed. Don't hold your story till the latest moment, but send it early, thus facilitating earliest possible decision.

The Shortstory Publishing Company, Boston, Mass.

NERVE-FORCE

is a Home Remedy; a noble UNGUENT for external application. It is founded upon the principle that Suffering, Premature Decline and Premature Death are the direct, and indirect, result of

DORMANT CIRCULATION;

that rescue is assured only by re-establishment of the **CIRCULATION** of Blood to normal by **directly** charging the controlling battery-cells with **an element imitating the nerve-force prepared for that purpose by Nature from food and air.** This imitative element is our faithful **NERVE-FORCE** and it will positively re-establish the most sluggish **CIRCULATION** to **par.** If the Vital Organs are intact this consummation means full restoration even in greatly complicated cases. In fact, the disentanglement of fateful complications is *only* possible **by unlocking Nature's life-current from the outside.** By the records of twenty years' work; by the Gold and Diamond Medals for life-saving we have won, we prove that our **NERVE-FORCE** is the key. It is only by *reading* us that you can *understand* us, so we do not advertise our Remedy, but our **NERVE-FORCE** JOURNAL, which explains its every detail. We send this free (in plain envelope) to as many addresses as you may send us. We are also prepared to prove (by the only evidence that should appeal to thinking men and women — unimpeachable, autographic testimony of their peers) that chronic, progressive undermining "Diseases," unrelenting Pain, abnormal Growths, Shrunken Flesh, miserable Skin Blemishes, etc., are absolutely mastered by this logical (and only reasonable) manner of attack. We say "only reasonable" because it is fatally *un*reasonable to lash (or coddle) the Vital Organs by pouring drugs into the stomach — or to "cut" the anguished flesh in "operations." Are you not sick and tired of stomach drugging and threats of "the knife"? Then, either for yourself or others, kindly send for our details *to-day*. They are absolutely free, and reading them entitles you to an absolutely free and perfect Diagnosis. A perfect Diagnosis means a full understanding of your case and an end to groping in the dark.

MR. and MRS. GEORGE A. CORWIN, 621 12th Ward Bank Building (E. 125th St.) NEW YORK CITY

BE YOUR OWN CHIROPODIST. We have a handsome 20-page illustrated booklet on "How to have Easy, Healthy, Shapely Feet," which we will mail to any address for a 2c. stamp. Bunions **CAN** be cured. The booklet tells you how to do it in your own home without cutting and without the slightest inconvenience. It also tells about the prevention and removal of corns, ingrowing toe-nails and the treatment of all kinds of foot troubles. Agents.
FOOT REMEDY CO., 1304 S. Lawndale Avenue, Chicago.

SUPERFLUOUS HAIR
PERMANENTLY REMOVED

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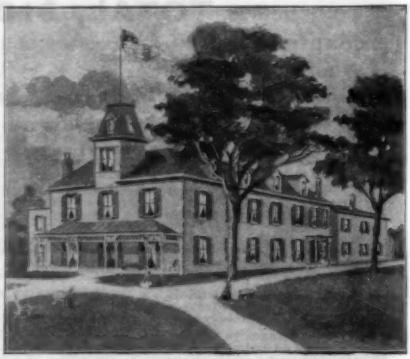

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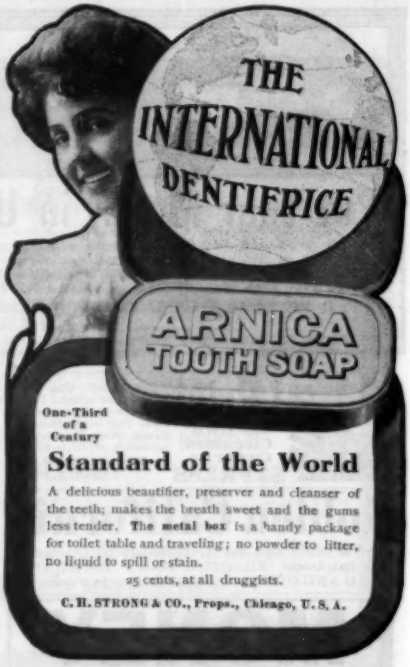

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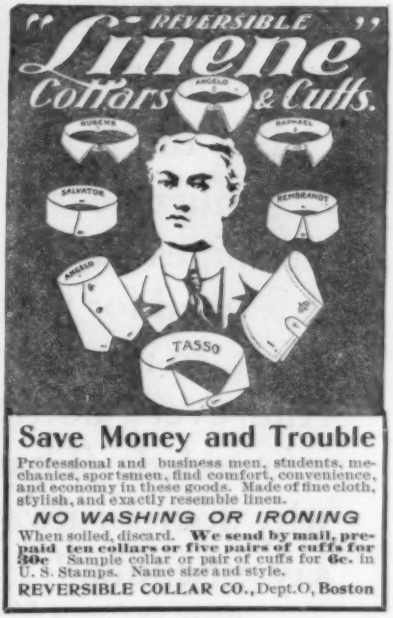

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HOW JACK LONDON "ARRIVED."

BOSTON GLOBE, June 8, 1904.

Jack London, the fascinating short-story writer and brilliant war correspondent, now at the front, is but twenty-eight years old. Three years ago he was unheard of by the reading world. To-day he is read everywhere, is sought by publishers, and the pages of the magazines, from The Century down, are open to him.

The story of his early privations and hardships,—his boyhood on a California ranch, his years before the mast in the waters of the Golden Gate, his struggle for learning, and the daring trip to the Klondike, from which he returned with more knowledge than nuggets—is known to most of his readers now. The story of how he "arrived," how he first set foot upon the stepping-stone to success, he tells in The Editor, the New York magazine for literary workers, incidentally giving the latter class some excellent advice. Here are a few of his terse, pregnant sentences:—

Work! Don't wait for some good Samaritan to tell you, but dig it out yourself.

Fiction pays best of all.

Don't write too much. Don't dash off a 6000-word story before breakfast.

Avoid the unhappy ending, the harsh, the brutal, the tragic, the horrible—if you care to see in print the things you write.

Keep a notebook. Travel with it, eat with it, sleep with it. Slap into it every stray thought that flutters up into your brain.

This valuable advice is appended to the story of his own struggle for recognition. Every one likes to know how the successful succeed.

"As soon as a fellow sells two or three things to the magazines," says Jack London, "his friends all ask him how he managed to do it," and then he goes on, in his own racy way, to tell how it happened to him.

He had many liabilities and no assets, no income and several mouths to feed. He lived in California, far from the great publishing centers, and did not know what an editor looked like. But he sat down and wrote. Day by day his pile of manuscripts mounted up. He had vague ideas, obtained from a Sunday supplement, that a minimum rate of $10 a thousand words was paid, and figured on earning $600 a month, without overstocking the market.

One morning the postman brought him, instead of the usual long, thick manuscript envelope, a short, thin one. He couldn't open it right away. It seemed a sacred thing. It contained the written words of an editor of a big magazine. When, modest as ever, he had figured in his mind what the offer for this 4000-word story would be at the minimum rate—$40, of course—he opened the letter. Five dollars!

Not having died right then and there, Mr. London is convinced that he may yet qualify as an oldest inhabitant. Five dollars! When? The editor did not state.

But, by and by, in the course of its wanderings, one of his stories reached an editor who could see the genius of Jack London, and had the patience to penetrate beneath the husk of wordy introduction and discover the golden grain—the capital Story, with a capital S, and—rarest quality of all—the business sagacity to offer an unknown writer more for a good story than he would pay for a commonplace one from a famous author.

Here is the incident that proved the turning point in Jack London's literary career, as he so graphically tells it:

"Nothing remained but to get out and shovel coal. I had done it before, and earned more money at it. I resolved to do it again, and I certainly should have done it, had it not been for The Black Cat.

"Yes, The Black Cat. The postman brought me an offer from it for a 4000-word story which was more lengthy than strengthy, if I would grant permission to cut it down half. Grant permission? I told them they could cut it down two-halves if they'd only send the money along, which they did, by return mail. As for the $5 previously mentioned, I finally received it, after publication and a great deal of embarrassment and trouble. I forgot my coal-shoveling resolution, and continued to whang away at the typewriter."

And the rate he received for his first Black Cat story was nearly 20 times what the five-dollar-editor paid!

Nor is Jack London the only writer who has been lifted from obscurity to prominence by the lucky Black Cat, which, as the New York Press has truly said, has done more for short-story writers and short-story readers than any other publication.

Each of its famous prize competitions has brought new writers to the front. In its most recent, the $2100 prize was won by a young Texan who had never before written a story, and the second, $1300, went to a lawyer's wife in an obscure Missouri town.

It has just inaugurated another contest in which $10,600 will be paid to writers in sums of from $100 to $1500. This will, no doubt, add many new names to the list of those who have "arrived" through its recognition.

The conditions are announced in the current issue of The Black Cat, and will also be mailed free to any one by the Shortstory Publishing Company, Boston, Mass. Even those who cannot write a winning story themselves may earn $10 by giving a timely tip to some friend who can.

But all should bear in mind that it will be entirely useless for any one to send a story to The Black Cat without first reading and complying with all the published conditions. Here is a chance for the reader to dig dollars out of his brain, for what life does not at least contain one tale worth telling?

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The Inside Inn is under the personal supervision and management of Mr. E. M. Statler, the well-known restaurateur of Buffalo, which fact alone guarantees the high quality of the cuisine and service.

The comfort and convenience thus afforded visitors in not having to go outside the grounds or of incurring the trouble and crushing of street cars and suburban railway service cannot be overestimated. Once a visitor is registered at The Inside Inn no further admission fee to the Exposition is charged, and after a tiring morning or afternoon one can readily return to his room, wash and rest up, refresh himself with a first-class meal and then turn out and enjoy the pleasures of the evening in the Exposition grounds.

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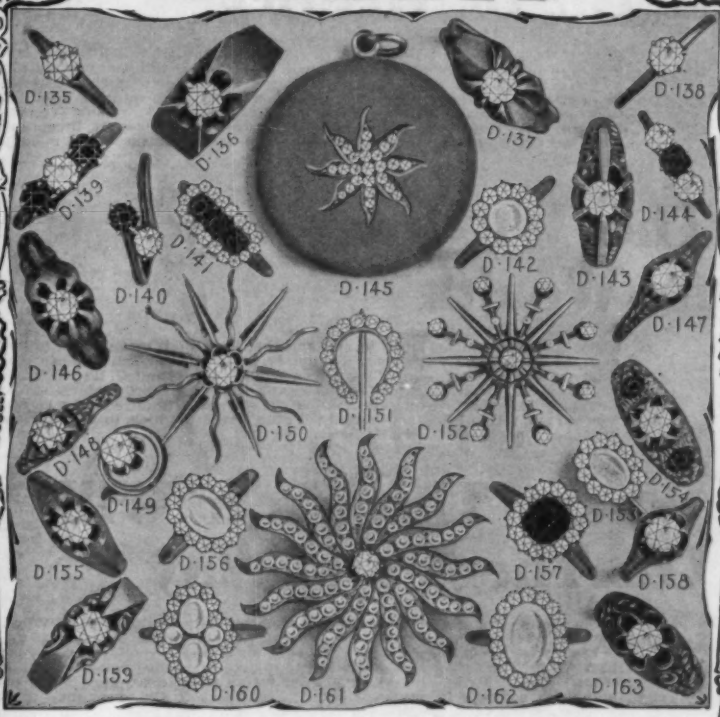

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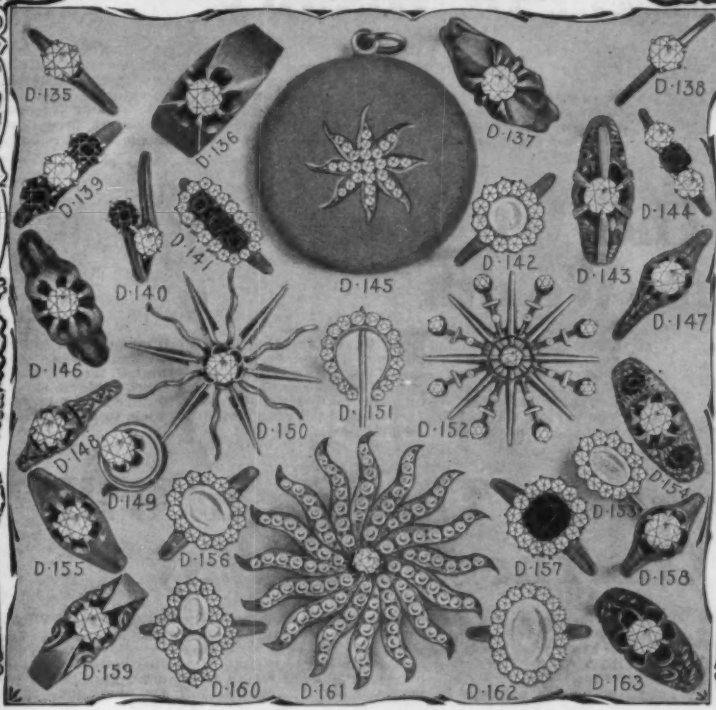

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Extracts from a Letter by Mr. Willis H. Lowe in the May "Apothecary"

A Bit of History

The present business of The Willis H. Lowe Company, of which I am Treasurer, and in which I own, and always will, a controlling interest, was started by me in a very small way about four years ago—started with visible assets of an office desk and chair, but of greater importance, with valuable formulæ, the result of years of scientific research, and a trade-mark — Wil-low — recognized by advertisers everywhere as a master stroke of trade-mark invention. Such was my foundation for success, and that I have been successful nobody can deny.

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These five words mean much to me, and that they shall mean much to you depends on you and you alone. Fortunate, indeed, is the man who can look back on the very best years of his life and count success and all that the word implies as his, but happier and prouder am I, for in my short business career I not only can count my own success but the success of hundreds of men and women, too, whom I first acquainted with the mail order idea, to be exploited in connection with their own business.

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In all sincerity, I should be pleased to mail to any reader of THE BLACK CAT, upon receipt of ten cents in stamps, a copy of "The Wil-low Way," which teaches you free not only how to make, but how to put up and sell over two hundred perfumes, forty toilet waters, fifty flavoring extracts, and a countless number of toilet requisites and proprietary preparations. It's the Wil-low Way against the Other Way. Which wins?

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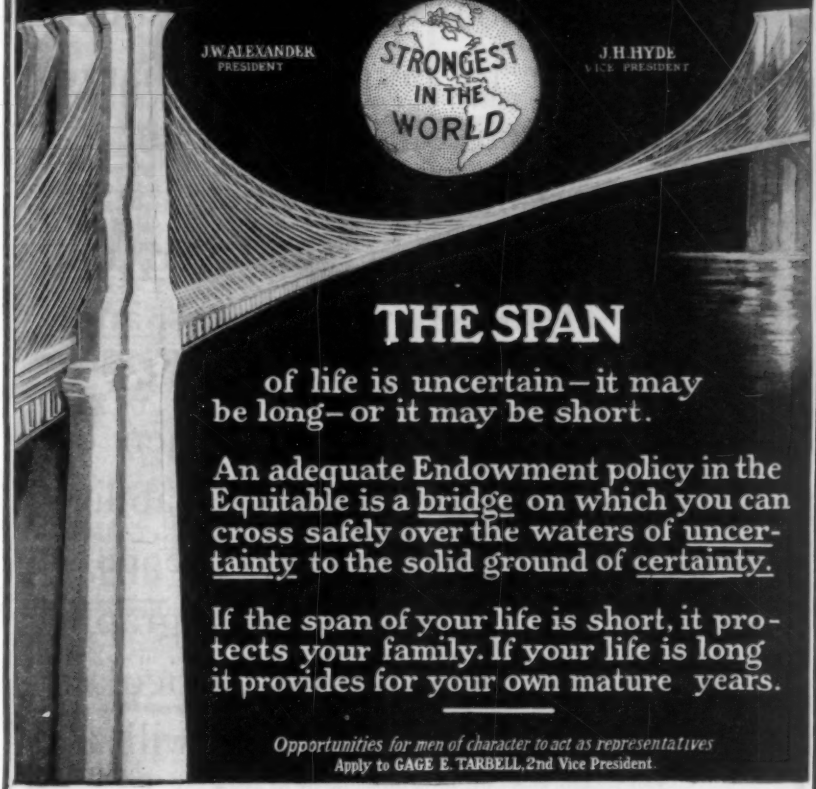

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Here's a chance for the man or woman who will tell a clever short story. Ten Thousand Six Hundred Dollars cash in sums from $100 to $1,500 for stories for

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It matters not if you are unknown — if your story is worth reading here's your Stepping Stone to Success. Every State of the Union contains men and women who achieved fame and fortune through THE BLACK CAT, which pays nothing for name or reputation of a writer, but the highest price in the world for clever, original Short Stories. Read "How Jack London Arrived," on page ii of this issue.

While scores of Literary Men, Journalists, and Educators have proved successful in THE BLACK CAT contests, HUNDREDS of men and women in plain, every-day life have carried off rich prizes. In its last story contest, the Faculties of a dozen or more colleges were represented among the winners, yet the $2,100.00 prize was won by Clifton C. Osborne, Fort Worth, Texas, who had never before written a story; and the second prize of $1,300.00 went to Mrs. Clark Dooley, Houston, Missouri. THE BLACK CAT has in a single day paid more than twelve thousand dollars cash to winners in one of its story contests.

Read carefully the $10,600.00 offer on the following page. Sleep over it. If you then feel sure that your own life doesn't contain a short story worth telling, worth reading, you may at least make $10.00 by using the following coupon as directed.

Cut along this dotted line.

$10 COUPON. THE BLACK CAT $10,600 STORY CONTEST.

We will pay ten dollars cash to the person who will send this coupon to some friend and induce that friend to send to THE BLACK CAT a story that will win a prize in its $10,600 contest closing October 12, 1904.
The person who cuts out and sends the coupon to a friend must write his own name and address here

The friend who writes the story must write his name and address here

and must send us the coupon with his story.

Only one coupon may be enclosed with a story.

No story will be considered at all unless submitted strictly in accordance with the conditions which appear in THE BLACK CAT—of newsdealers everywhere, 5 cents, or of us.

THE SHORTSTORY PUBLISHING COMPANY, 144 HIGH STREET, BOSTON.

$10,600 in Cash for Short Stories

We will pay the following cash prizes for short stories. In addition we will pay special prizes of $100 or more each, and purchase at prices satisfactory to the writers tales found available but which fail to win prizes. We want original, out-of-the-ordinary stories, as short as possible. Bright, clean, humorous tales are especially desired, but no stories with more than one-tenth dialect. The morbid and unpleasant should be avoided rather than emphasized. Every story will be judged solely on its merits — name or fame of writer will carry absolutely no weight. The successful stories will be published in

The Black Cat

First Prize	$1,500	6th to 10th	5 Prizes, $200 each - $1,000
Second Prize	1,000	11th to 30th	20 Prizes, $150 each - 3,000
Third Prize	500	31st to 60th	30 Prizes, $100 each - 3,000
Fourth Prize	300		
Fifth Prize	300		

TOTAL, $10,600 CASH

CONDITIONS. 1. Every story must be strictly original and must, neither wholly nor in part, have appeared in print in any language.

2. Each manuscript must bear at the top of the first page the writer's real name and address in full (if it is desired that the story be published under a pen name, that must likewise be given), as also the number of words it contains, which may range from 1,000 to 5,000. Other things being equal, the shorter of two stories will be preferred.

3. Manuscripts must be plainly written (with typewriter or pen) on one side of paper only on sheets not larger than 8 x 11 inches, must be sent flat or folded, not rolled, *postage fully prepaid*, and accompanied by addressed and stamped envelopes for return. Letters advising submittal of stories must be *enclosed with manuscripts*, not sent separately, and to prevent loss the name and address of the sender should be on back of envelope. Manuscripts will be received and returned only at writers' risk.

4. With every manuscript there must be enclosed, *in the same envelope*, one yearly subscription to THE BLACK CAT, together with 50 cents to pay therefor. On subscriptions to foreign countries 24 cents must be added for postage; but Canada, Mexico, Cuba, and our territorial possessions do not require foreign postage. Remit by draft, postal or express money order, or registered letter. One- or two-cent postage stamps in perfect condition will also be accepted. If competitors are already subscribers to THE BLACK CAT or submit more than one manuscript we will, if they so instruct us, extend their existing subscriptions or enter the new ones in the names of other parties. Any competitor may send as many stories as desired, but with each story all conditions must be complied with.

5. All envelopes containing manuscripts as above must be plainly marked "For Competition," and addressed, "The Shortstory Publishing Company, 144 High Street, Boston, Mass." Their receipt will be acknowledged as promptly as possible.

6. The competition will close October 12, 1904. The awards will be paid within 60 days thereafter, and announced in the earliest possible issue of THE BLACK CAT. We reserve the right to make such changes in awarding the prizes as unlooked-for circumstances may render desirable. Should, for instance, two stories of equal merit prove worthy of a prize, the prize will be either doubled or divided.

For stories unsuccessful in the competition but deemed desirable, we will either award special prizes of not less than $100 each, or make a cash offer. All unsuccessful manuscripts submitted as above, will be returned *as soon as found unavailable*. The conditions being here fully set forth, we cannot enter into correspondence relative thereto.

IMPORTANT. No story will be considered unless all the conditions are followed. Don't hold your story till the latest moment, but send it early, thus facilitating earliest possible decision.

The Shortstory Publishing Company, Boston, Mass.

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Learned by anyone at home. Small cost. Send 2-cent stamp for particulars and proof.
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This watch has SOLID GOLD LAID ENGRAVED CASE, AMERICAN MOVEMENT, fully warranted to keep correct time; equal in appearance to SOLID GOLD WATCH guaranteed 25 years. We give it ABSOLUTELY FREE to boys and girls or anyone selling 20 pieces of our handsome jewelry at 10c each. Send your address and we will send jewelry postpaid; when sold, send us $2 and we will POSITIVELY SEND you the WATCH and CHAIN.
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THE DR. J. L. STEPHENS CO., Dept. B-9, LEBANON, OHIO.

Positively Your Last Chance

We have received so many letters from people all over the country expressing regret at not having entered our Contest when we offered our extra prizes for early estimates, that we have decided, in fairness to all, to offer

Another Extra Prize of $5,000.00

This fortune in itself will be given to the party who estimates nearest to the correct number of people who will pay admission to the Great St. Louis World's Fair from the opening to the closing date, if his or her estimate is made on coupons issued to those entering our Contest between May 1, 1904, and August 1, 1904, making $85,500.00 that we will pay to successful contestants.

You are interested in the Great World's Fair. You have seen something about it in every paper you have read for months past. Have you thought how many people will attend this Great Fair? The gates were thrown open on April 30th and multitudes of visitors from every part of the earth are paying admission into the grounds of the Greatest Fair the world has ever seen. At the Chicago World's Fair 21,480,141 people paid admission into the grounds. At the Buffalo Pan-American Exposition, 5,306,859 people paid admission into the grounds. At the Omaha Exposition, 1,778,250 people paid admission into the grounds.

Can you estimate how many people will pay admission into the grounds of the Great St. Louis World's Fair this year? If you can, a fortune is yours. Think it over. 1901 cash prizes will be paid to the 1901 men, women, or children who can estimate nearest to the total number of people who will pay admission into the Fair Grounds from April 30, 1904, the opening date, to December 1, 1904, the closing date of the Great World's Fair. These prizes amount to

$85,500.00

the largest prizes ever offered in any contest, and are divided as follows:

To the nearest estimate	$25,000.00	To the next 20 nearest estimates, $100 each	2,000.00
To the second nearest estimate	10,000.00	To the next 50 nearest estimates, $50 each	2,500.00
To the third nearest estimate	5,000.00	To the next 100 nearest estimates, $25 each	2,500.00
To the fourth nearest estimate	2,500.00	To the next 200 nearest estimates, $10 each	2,000.00
To the fifth nearest estimate	1,500.00	To the next 500 nearest estimates, $5 each	2,500.00
To the sixth nearest estimate	1,000.00	To the next 1,000 nearest estimates, $1 each	1,000.00
To the next 10 nearest estimates, $200 each	2,000.00	Supplementary prizes	26,000.00
Total			$85,500.00

This is purely an Educational Contest, undertaken to arouse interest in the greatest of all World's Fairs, and this Company is composed of leading Business Men, Merchants, Bankers, Publishers and Capitalists, who believe that an offer of these magnificent sums in prizes is the greatest method of advertising the World's Fair.

Estimates 25 Cents Each. 5 for $1.00.

For every estimate you are given a separate engraved and numbered certificate with coupon attached. These certificates will cost you 25 cents each, or 5 for $1.00. An investment of a small amount may mean your independence for life. You have just as much chance as any one else to win a fortune. The money to cover the prizes is on deposit. See statement of one of the largest banks in the United States herewith. The money to pay you is where you can get it without delay or question as soon as the prizes are awarded. After making this deposit of $75,000.00 we arranged for two extra prizes, one of $5,500.00, which expired with April 30, 1904, and the one of $5,000.00 referred to above and which is now offered to you.

We cannot touch this prize money. It is held by the Missouri Trust Co. for no other purpose than to pay these prizes as soon as the committee on awards declares the successful contestants. This committee has no interest whatever in the contest, and is made up of prominent business men who have agreed to award the prizes, and your estimates are turned over to this committee long before the Fair closes, so that there is no possibility of collusion or unfairness from any source.

MISSOURI TRUST COMPANY,
CAPITAL $2,000,000. St. Louis, Mo., May 20, 1903.

This certifies that The World's Fair Contest Company, incorporated, has this day deposited with this company **$75,000.00 in gold,** for the payment of the awards in its contest on the total paid attendance at the Louisiana Purchase Exposition, 1904, and that said deposit is held in trust by this company to be paid by it to such successful contestants as the committee on awards may direct.

Jas. L. Hanley
TREASURER
Missouri Trust Co. of St. Louis.

Only such estimates as are made on coupons purchased between May 1, 1904 and August 1, 1904 are to be considered in the awarding of this extra prize. Even though some contestant who entered the Contest before May 1, 1904, or will enter after August 1, 1904 makes a still nearer estimate than yours, his estimate will have no chance whatever in this particular prize.

If you win this extra prize your estimate will also be considered in the awarding of the other grand prizes making it possible for you to get $30,000.00 with one estimate.

WE DO NOT ASK YOU TO ESTIMATE NOW. We will simply sell you the certificates with duplicate coupons attached—hold them yourself up to the last days of the contest, when you will know what the total attendance is up to that date, then fill in your estimates and send the coupons to us just so they are received in our office not later than October 15, 1904, the date on which the contest closes. The WORLD'S FAIR closes December 1, 1904, showing that the closing date of the contest is at least six weeks prior to the closing date of the Fair, insuring absolute fairness to every participant in the contest.

Estimates are only 25 cents each or five for $1.00. LOWER RATES ON LARGER QUANTITIES. The small sum of 25 cents or $1.00 or even $5.00 is of little value in itself. Can you find a better place to invest so small an amount than here, where it may bring you an independent fortune? We will not make this offer again. This is positively OUR LAST EXTRA PRIZE, and positively the last chance that you will ever have to enter the Contest while the chances are so strong.

Don't think that "to-morrow will do as well." The habit of putting off till to-morrow grows on one until the day comes when he or she realizes that the opportunity is gone forever, while the more thoughtful neighbor acts promptly and gains the fortune which might as well have been yours. An investment of 25 cents or $1.00 may mean that this fortune is yours. Write to-day.

THE WORLD'S FAIR CONTEST CO., 6801 DELMAR AVENUE ST. LOUIS, MISSOURI

IMPORTANT NOTICE.—This is the last chance you will have to buy certificates and coupons to get chances in an extra prize of $5,000.00 as this is positively the last extra prize that we shall offer. Contestants are distinctly to understand that participation in this prize contest is not confined to subscribers for THE BLACK CAT, but that the contest is being advertised in a large number of other publications, the subscribers for all of which are privileged to compete and share in the distribution of the prizes offered.

The National's "Two Hundred Club"

TRIP TO
London and Paris

TO NATIONAL MAGAZINE READERS:—

As announced in the **June National Magazine**, I shall take a party of NATIONAL subscribers to London and Paris, but we will go in September, instead of August, as previously announced. The party will be increased to six, and the contest is opened for gentlemen also. The trip recently made to the West Indies was so much enjoyed by the ten successful "idea" contestants, and was so gratifying to all concerned, that the success of the next tour is already assured. There are but two conditions for securing this free trip, viz:—

1st. That the members shall all be subscribers to the *National Magazine*, and that each one shall secure two hundred new subscriptions for one year. The usual commission of twenty-five cents will be paid on each subscription.

2d. The six ladies and gentlemen, having secured two hundred new subscribers, who write the best accounts of "How We Secured Subscriptions for the *National*" will be taken, all expenses paid. Manuscripts should reach us by August 25th.

As the contest closes in August, and we shall sail early in September, it is important to begin taking subscriptions at once. Those who wish to become subscribers and join the "Two Hundred Club" may send in their subscription, which is one dollar per year, in advance, after which they may deduct twenty-five cents from each subscription taken, as commission, sending seventy-five cents, net, for each to us. We will forward receipt books, sample copies and "Do You Know Joe Chapple?" buttons to use in the work, upon request.

Tell your friends about the NATIONAL MAGAZINE and its many features of interest. Tell them, too, that you want to join our party and you can hardly fail to secure a subscription from every one you ask. New subscribers soon become as strong advocates of the NATIONAL as old subscribers, so you can feel you are doing each a favor in return for the favor received. Send in a few subscriptions at once and ask for campaign buttons, receipt books and sample copies.

Very sincerely yours,

JOE MITCHELL CHAPPLE.

NATIONAL MAGAZINE
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THOUSANDS have asked themselves this question. Few have answered it honestly and squarely. It takes courage to depart from the ordinary. But others have done it. So can you. We have a plan so fascinating—so practical—so successful that you will want to know all about it. Just write to us today and we will explain fully how we can start you in

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LADIES' EXCHANGE, Dept. T, D 34 Monroe Street, Chicago.

DIAMONDS
ON CREDIT
Fine Perfect Stones
¼ Carat $32; $6 Cash, $3 per mo.
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You Can Depend Upon It
CREDIT PRICES of goods above described are reduced to the uttermost limits within the bounds of restricted possibility. One step more would mean business without profit. No discount to anyone except ten per cent for all cash. If you're led to believe others can quote as low or lower prices than ours, let us explain why that is impossible.
We will send our goods to any honest person for inspection and pay all expressage whether you buy or not.
Don't hesitate to order at once. You may safely send first payment in advance, or if you prefer ask us to send selection C. O. D. first payment. After acceptance of goods, balance may be paid in 8 or 9 monthly payments.
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Better than drugging the system — better than artificial tonics — more effective in cleansing the system and toning up the nerves — is ten days or two weeks among the picturesque highlands of Southern Indiana, at those wonderful and rapidly becoming famous

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and it is **much cheaper.** There are several different springs, having different curative properties.

For Stomach, Liver, Kidney and Bowel troubles and their attendant nervous affections, these waters have produced wonderful results. They allay gastric irritation, render soluble in the body substances that are harmful, and thus free the body of them. Their action on the kidneys and bowels, as well as on the skin, corrects the acidities due to various kinds of fermentation in the body.

An excellent adjunct to these waters is the good air and the opportunity for exercise in the open.
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Ask nearest Big Four Agent for information or
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"In all the land, range up, range down,
Is there ever a place so pleasant and sweet?"

THE
1000
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There may be somewhere on the earth a more delightful region than that of the Thousand Islands, but if there is, it has not been discovered. It is as fine as the Bay of Naples, with no danger of being buried in hot ashes. There are 2000 picturesque Islands scattered along the twenty-five miles of one of the most beautiful rivers in the world. You can find out a great deal regarding it in No. 10 of the "Four-Track Series," "The Thousand Islands," of the St. Lawrence River issued by the

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A copy will be mailed free on receipt of a two-cent stamp, by George H. Daniels, General Passenger Agent, Grand Central Station, New York.

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The title of Mr. Lawson's articles is "FRENZIED FINANCE."

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THOMAS W. LAWSON, in beginning his articles, states: "My motives for writing the Story of Amalgamated are manifold: I have unwittingly been made the instrument by which thousands upon thousands of investors in America and Europe have been plundered. I wish them to know my position as to the past, that they may acquit me of intentional wrong-doing; as to the present, that they may know that I am doing all in my power to right the wrongs that have been committed; and as to the future, that they may see how I propose to compel restitution.

HALL CAINE, in his new story, entitled "The Prodigal Son," presents a great elemental tragedy, wrought out with real force and pathos, and the book will create a great sensation. To commence the publication of a $10,000 serial story in July is a bold departure from all precedents, but the sheer greatness of the book justifies the experiment.

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The style of this watch is unequaled; as a timekeeper it is unsurpassed. Ambassador booklet shows the various designs of casings which are new and novel.

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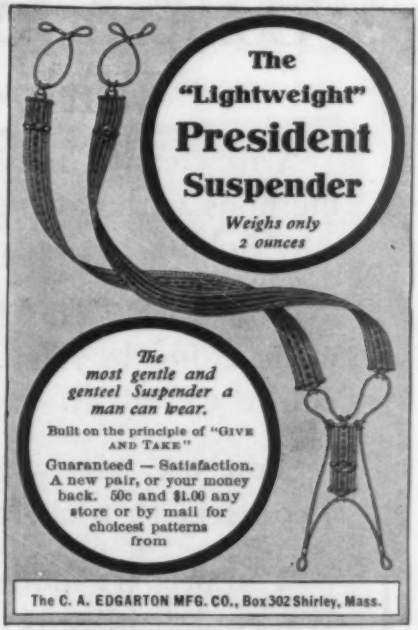
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Linene
Collars and Cuffs

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Professional and business men, students, mechanics, sportsmen, find comfort, convenience, and economy in these goods. Made of fine cloth, stylish, and exactly resemble linen.

NO WASHING OR IRONING

When soiled, discard. **We send by mail, prepaid ten collars or five pairs of cuffs for 50c** Sample collar or pair of cuffs for **6c.** in U. S. Stamps. Name size and style.

REVERSIBLE COLLAR CO., Dept. O, Boston

JUN 20 1904

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You cleanly housewives—compare our methods with yours. You will realize then why Schlitz beer is pure.

You wash a cooking utensil once. We wash a bottle *four* times, by machinery, before we fill it.

You use city water. We bore down 1400 feet to rock for ours.

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Then we filter the beer by machinery—filter it through white wood pulp.

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Then—for fear of a touch of impurity—we sterilize every bottle after it is sealed. We double the necessary cost of our brewing to give you a healthful beverage pure.

Do you wonder that we sell over a million barrels annually?

Schlitz
THE BEER THAT MADE MILWAUKEE FAMOUS

Ask for the Brewery Bottling.

WING PIANOS

Are sold direct from the factory — and in no other way

WHEN you buy a Wing Piano you buy at wholesale. You pay the actual cost of making it with only our small wholesale profit added. When you buy a piano as most people buy pianos—at retail—you pay the retail dealer's store rent and other expenses; his profit, and the commission or salary of the agents and salesmen he employs. This is what you save by buying a Wing Piano direct from the factory. The retail profit on a piano is never less than $75—often it is as much as $200. Isn't this worth saving?

But in buying a piano there is something a great deal more important than the price to be thought of. A piano is a musical instrument and the one great object for which it is made is its tone. A perfect tone is appreciated by everybody—the beginner in music as well as the trained musician. "Pure and sweet; every note clear and musical; responsive to the lightest touch, yet possessing great volume and power, without a trace of harshness"—this describes the tone of the Wing Piano.

Our experience of over a third of a century manufacturing pianos of the very highest quality, enables us to produce an instrument that cannot be improved upon in tone, workmanship, finish or durability.

Our plan of selling is not an experiment. It is a great success. Over 38,000 Wing Pianos have been manufactured and sold in 36 years—since 1868. We can probably refer you to purchasers right in your own neighborhood.

Sent on trial. We pay freight. No advance payment.

We do not ask any one to buy a Wing Piano merely because of what we say about it; and although we can refer to over 38,000 satisfied purchasers, we do not ask you to buy a Wing Piano because they recommend it. We will place a Wing Piano in your home if you live in any part of the United States. We will not ask for any advance payment or deposit. We will pay the freight and other charges on the piano in advance. We will allow you to keep the piano in your home for 20 days. You will be under no obligation to buy it. If it is not satisfactory in any way or if for any reason you think it is not the piano you want, we will take it back at our expense and without one cent of cost to you. Should you decide to buy it, then and not until then, you pay us for it. You can pay by small monthly installments if desired. We take old instruments in exchange. Our responsibility does not cease when you buy the piano. Every Wing Piano is guaranteed by us for 12 years against any defect in tone, action, workmanship or material.

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The Wing Piano contains a number of improvements and special features which are not to be found in any other piano. Among them, the Instrumental Attachment by which any ordinary player can imitate perfectly the tones of the mandolin, harp, guitar, zither, and banjo.

Wing Organs are made with the same care and sold under the same guarantee as Wing Pianos. Sent on trial to any part of the United States, freight paid in advance by us, without any advance payment or deposit being made. Sold on easy monthly payments. Separate Organ catalogue sent on request.

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A Little Fruit. Soft Boiled Eggs.
Saucer of GRAPE-NUTS and Cream.
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All the necessary food elements here to keep Body and Brain well nourished and strong until the noon hour, no matter what the work.

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an absolutely harmless germicide. Subdues inflammation, and, by cleansing the membrane of the stomach of abnormal secretions, restores it to perfect health and effects a cure.

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Around this announcement there are pieces or parts of some famous advertisements. Can you, from these clippings, identify the advertisers? Can you name the articles advertised? Advertisements similar to these appear, each month, in all the leading magazines. If you can name 40% of the advertisers, or 40% of the articles here represented, I will give you, **absolutely free,** a six months' subscription for **"The American Illustrator,"** an illustrated monthly magazine. Anybody and everybody interested in improving their position in life may enter this competition. The prizes will be awarded without a money consideration — even the postage is prepaid.

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It has been estimated that $1,000,000,000 was spent last year for publicity. Glance over the pages of this magazine — space costs hundreds of dollars a page. Business concerns that buy it can afford to pay well for the services of a man who knows how to fill it to the best advantage. Millions are spent on newspapers, catalogs, circulars, posters, billboards, street cars, etc. There is a constantly growing demand for men and women who can handle these immense appropriations profitably. The Correspondence Institute of America, has especially prepared courses in all branches of advertising.

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We teach by mail Illustrating, Journalism, Business Correspondence, English Branches, Showcard Writing, Proofreading, Electrical Engineering, Advertising, Bookkeeping, and Stenography. Full information in regard to these courses will be sent free to all prize winners, or to any other person upon request. Let me prove to you that you can draw a dividend from that part of your talent which is now lying idle, simply from lack of practical knowledge. Upon receipt of your address, I shall send, free of charge, a large book that may mean both money and success to you.

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The Directors of the Correspondence Institute of America have voted to issue Credit Scholarships, in order that ambitious people who can ill afford to pay a cash fee of $40 may begin at once the study of their chosen profession and pay their tuition when they have completed the course. I am so positive that you will be pleased and benefited by our instruction that I am willing to trust you—trust you until you have completed the regular course of instruction with this institution — trust you until you are thoroughly satisfied that you have received value in full for your money. The only immediate expense for you is the small sum charged for textbooks, postage, instruction, etc. — these can be paid for, when required, as you advance in the work. If you want an education on credit, mention the profession you wish to study, and address your letter like this:

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A Gala Night on the Neckar	*Kathleen L. Greig*
Echoes from Sleepy Hollow	*Minna Irving*
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In the midst of this magnificent panorama is the Banff Springs Hotel with accommodations for 300 guests. The elegance of its appointments gives it high rank among the finest summer hotels.

Guests of Banff, in addition to riding, driving, fishing, boating, bathing at the springs, and mountain climbing, also find amusement in golf, billiards, bowling, and an orchestra from Boston plays during the evening. The house opened for the season of 1904 on May 9th.

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I can DOUBLE your Salary or Income by teaching you how to write catchy, intelligent advertising.

My System of Instruction by Mail is the only one in existence that has the hearty endorsement of the great experts and publishers, and I am anxious to send my prospectus, together with the most remarkable facsimile proof ever given in the history of correspondence instruction, if you are interested. I will show you how to earn from $25 to $100 per week.

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Make it as good as possible before it goes to the publishers. We criticise and correct stories and manuscripts. We make your productions marketable. We can help you win a prize. Write for booklet.

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A concise, practical, straight-to-the-point discussion of the evolution of the short story from the plot-germ to the finished product. Every detail of conception, writing, preparing, and marketing is explained clearly. The following synopsis of sample chapters will give an idea of the contents:

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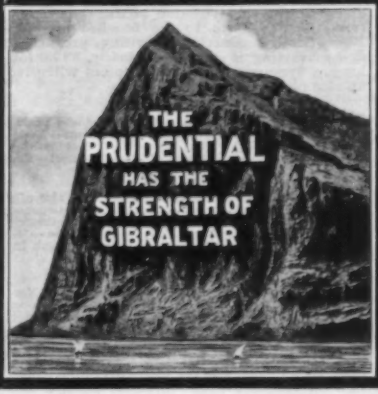

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Analysis of the perspiration of a brain-worker shows the amount of brain effort by the volume of little particles of Phosphate of Potash thrown off by the brain when working.

Brain (also nerve tissue) wears away under the daily grind just as other parts of the body do and must be rebuilt daily by food containing Albumen and Phosphate of Potash or Brain and Nerves will grow weak and consequently the whole body must suffer.

You know brain-fag, nervous prostration and similar troubles come from taxing Brain or Nerves and at the same time failing to select proper food to repair the wear and tear.

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Grape-Nuts

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One-Third of a Century
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A delicious beautifier, preserver and cleanser of the teeth; makes the breath sweet and the gums less tender. The metal box is a handy package for toilet table and traveling; no powder to litter, no liquid to spill or stain.
25 cents, at all druggists.
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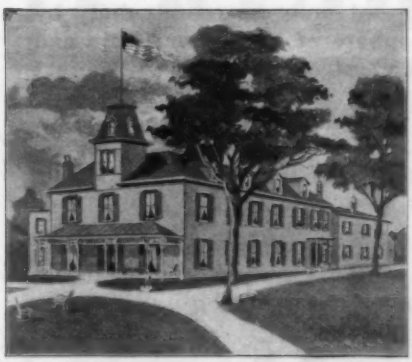

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THOUSANDS of Engagement Rings will be bought during the next three months and the questions to be considered are **Quality, Price** and **Terms.** The smaller houses, while making great claims, are not in a position to compete with us on these points. They follow our methods and our advertising as closely as they can, but there, their efforts necessarily stop.

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¶ We furnish one of our Metal Home Saving Banks FREE to every customer who wishes to SAVE a DIAMOND or a WATCH. These banks have supplied the payments for thousands of Diamonds without the wearers feeling the expenditure. There is no better investment for the nickels and dimes which are frittered away daily than to invest them in a Diamond. Increasing values make a profit of twenty per cent annually a certainty.

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Don't buy a Diamond or Watch without first communicating with us—we court comparisons of QUALITY, PRICE and TERMS. Write for Catalogue today.

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If condemned for life to a desert island, and allowed a choice of Five Hundred Books, you would take the World's Best

WHAT ARE THEY?

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has a commission of college professors preparing the list

SEE AUGUST ISSUE **PRICE TEN CENTS**

¶ The "Twentieth Century Home," the new periodical "for women who plan their lives and do," is published from the office of the "Cosmopolitan Magazine." It is issued in the belief that there are many millions of people who have arrived at the point of demanding the treatment of household topics in a scientific way; that everything affecting the home and the members of the family deserves the most thoughtful consideration of the ablest men and women who have in mind the improvement of the conditions which make for happiness.

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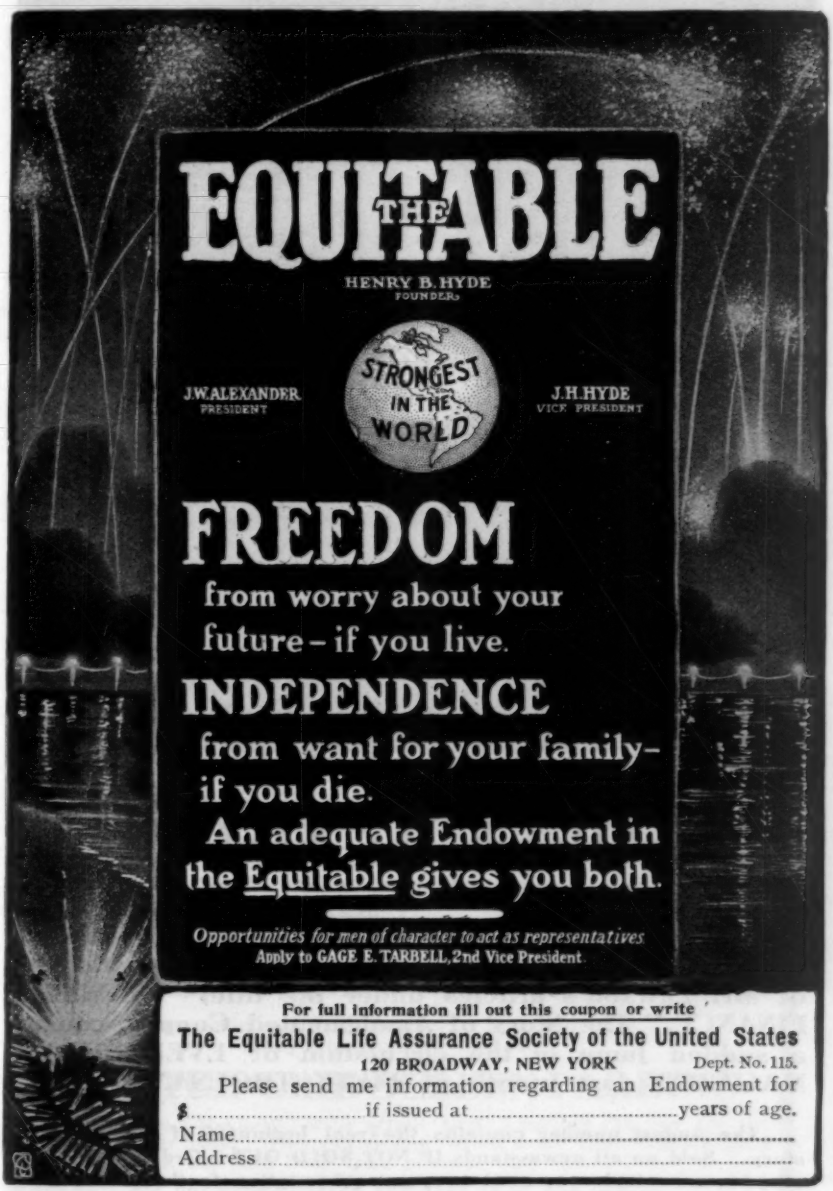
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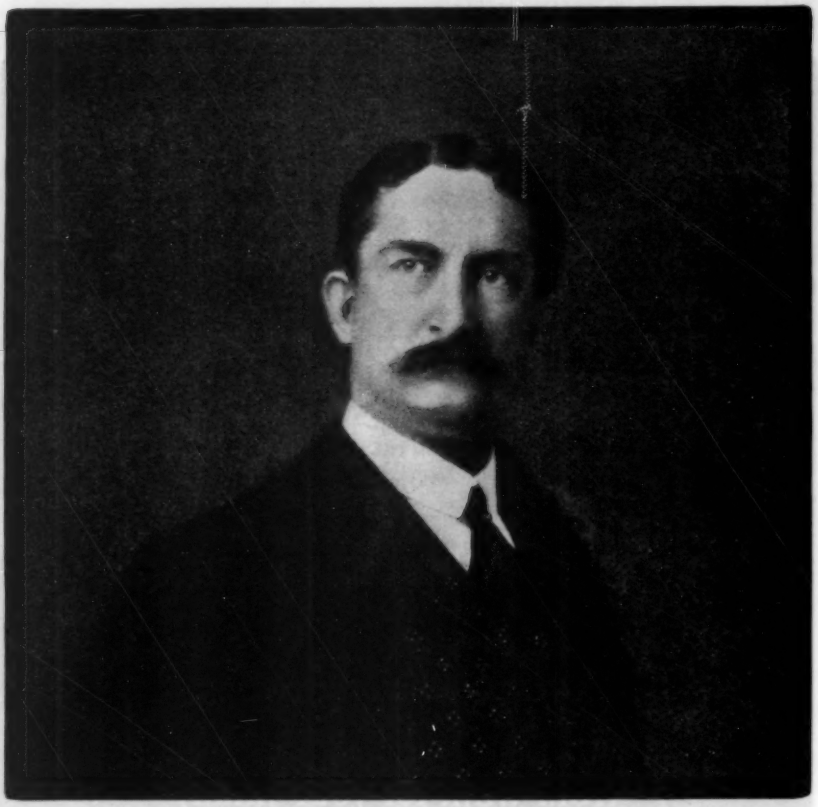

THOMAS W. LAWSON

of Boston

Who is writing an exposé of the methods of modern finance. The publication of the introductory instalment of Mr. Lawson's articles under the title, "FRENZIED FINANCE," The Story of Amalgamated Copper, caused a sudden jump in the circulation of EVERYBODY'S MAGAZINE last month of FIFTY THOUSAND copies.

The August number contains the real beginning of Mr. Lawson's story. Sold on all news-stands IF NOT SOLD OUT. Order in advance of your newsdealer or send in your subscription to this office now. $1.00 per year; 10 cents a copy.

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For the purpose of advertising our business we shall **GIVE AWAY** in the next few weeks **thousands of rare and beautiful song birds,** and if you wish to receive a fine singing bird in a cage, **FREE, write us to-day.** No home is complete without a beautiful singing bird in an attractive cage, and if you are prompt you can secure one of these birds. We distribute the birds to advertise our business. **YOU HAVE NOTHING WHATEVER TO PAY FOR THE BIRD AND CAGE.** Be sure to send name of your nearest express office and express company to ship by. Address

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BE YOUR OWN CHIROPODIST. We have a handsome 20-page illustrated booklet on "How to have Easy, Healthy, Shapely Feet," which we will mail to any address for a 2c. stamp. Bunions **CAN** be cured. The booklet tells you how to do it in your own home without cutting and without the slightest inconvenience. It also tells about the prevention and removal of corns, ingrowing toe-nails and the treatment of all kinds of foot troubles. Agents.
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BORATED TALCUM
Toilet Powder
DELIGHTFUL AFTER BATHING. A LUXURY AFTER SHAVING.
A Positive Relief for
Prickly Heat, Chafing and Sunburn
Removes all odor of perspiration. Women's face is an every day necessity. SAMPLE FREE.
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This beautiful IMPORTED Miniature Swiss Clock, same as cut, walnut color, a most attractive ornament for office, parlor or den. The case is hand-carved and hand-finished, put together substantially. Each clock is **adjusted** and regulated before leaving the factory. Runs 30 hours with one winding and is a perfect TIMEKEEPER. Height 7 inches, width 4 1-2 inches. Fitted with new patent celluloid dial. Order to-day. **Supply limited.** Send for FREE catalog of everything to beautify the home. Satisfaction guaranteed.

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QUILTED MUSLIN MATTRESS PADS

are made in all suitable sizes for Beds and Cribs.
They are a Sanitary necessity.

QUILTED CRIB SCREEN PADDING

18 inches wide is the most useful article that a mother can buy for the comfort of her baby. When put around Crib it saves from draughts and protects arms, legs and head from contact with metal frame of bed.

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Does Your Head Contain a Story?

Here's a chance for the man or woman who will tell a clever short story. Ten Thousand Six Hundred Dollars cash in sums from $100 to $1,500 for stories for

The Black Cat

It matters not if you are unknown — if your story is worth reading here's your Stepping Stone to Success. Every State of the Union contains men and women who achieved fame and fortune through THE BLACK CAT, which pays nothing for name or reputation of a writer, but the highest price in the world for clever, original Short Stories.

While scores of Literary Men, Journalists, and Educators have proved successful in THE BLACK CAT contests, HUNDREDS of men and women in plain, every-day life have carried off rich prizes. In its last story contest, the Faculties of a dozen or more colleges were represented among the winners, yet the $2,100.00 prize was won by Clifton C. Osborne, Fort Worth, Texas, who had never before written a story; and the second prize of $1,300.00 went to Mrs. Clark Dooley, Houston, Missouri. THE BLACK CAT has in a single day paid more than twelve thousand dollars cash to winners in one of its story contests.

Read carefully the $10,600.00 offer on the following page. Sleep over it. If you then feel sure that your own life doesn't contain a short story worth telling, worth reading, you may at least make $10.00 by using the following coupon as directed.

Cut along this dotted line.

$10 COUPON. THE BLACK CAT $10,600 STORY CONTEST.

We will pay ten dollars cash to the person who will send this coupon to some friend and induce that friend to send to THE BLACK CAT a story that will win a prize in its $10,600 contest closing October 12, 1904.
The person who cuts out and sends the coupon to a friend must write his own name and address here

.....

.....

The friend who writes the story must write his name and address here

.....

.....

and must send us the coupon with his story.

Only one coupon may be enclosed with a story.

No story will be considered at all unless submitted strictly in accordance with the conditions which appear in THE BLACK CAT—of newsdealers everywhere, 5 cents, or of us.

THE SHORTSTORY PUBLISHING COMPANY, 144 HIGH STREET, BOSTON.

$10,600 in Cash for Short Stories

We will pay the following cash prizes for short stories. In addition we will pay special prizes of $100 or more each, and purchase at prices satisfactory to the writers tales found available but which fail to win prizes. We want original, out-of-the-ordinary stories, as short as possible. Bright, clean, humorous tales are especially desired, but no stories with more than one-tenth dialect. The morbid and unpleasant should be avoided rather than emphasized. Every story will be judged solely on its merits — name or fame of writer will carry absolutely no weight. The successful stories will be published in

The Black Cat

First Prize - - - - - - -	$1,500	6th to 10th	5 Prizes, $200 each - $1,000
Second Prize - - - - - -	1,000	11th to 30th	20 Prizes, $150 each - 3,000
Third Prize - - - - - -	500	31st to 60th	30 Prizes, $100 each - 3,000
Fourth Prize - - - - - -	300		
Fifth Prize - - - - - -	300		

TOTAL, $10,600 CASH

CONDITIONS. 1. Every story must be strictly original and must, neither wholly nor in part, have appeared in print in any language.

2. Each manuscript must bear at the top of the first page the writer's real name and address in full (if it is desired that the story be published under a pen name, that must likewise be given), as also the number of words it contains, which may range from 1,000 to 5,000. Other things being equal, the shorter of two stories will be preferred.

3. Manuscripts must be plainly written (with typewriter or pen) on one side of paper only on sheets not larger than 8 x 11 inches, must be sent flat or folded, not rolled, *postage fully prepaid*, and accompanied by addressed and stamped envelopes for return. Letters advising submittal of stories must be *enclosed with manuscripts*, not sent separately, and to prevent loss the name and address of the sender should be on back of envelope. Manuscripts will be received and returned only at writers' risk.

4. With every manuscript there must be enclosed, *in the same envelope*, one yearly subscription to THE BLACK CAT, together with 50 cents to pay therefor. On subscriptions to foreign countries 24 cents must be added for postage; but Canada, Mexico, Cuba, and our territorial possessions do not require foreign postage. Remit by draft, postal or express money order, or registered letter. One- or two-cent postage stamps in perfect condition will also be accepted. If competitors are already subscribers to THE BLACK CAT or submit more than one manuscript we will, if they so instruct us, extend their existing subscriptions or enter the new ones in the names of other parties. Any competitor may send as many stories as desired, but with each story all conditions must be complied with.

5. All envelopes containing manuscripts as above must be plainly marked "For Competition," and addressed, "The Shortstory Publishing Company, 144 High Street, Boston, Mass." Their receipt will be acknowledged as promptly as possible.

6. The competition will close October 12, 1904. The awards will be paid within 60 days thereafter, and announced in the earliest possible issue of THE BLACK CAT. We reserve the right to make such changes in awarding the prizes as unlooked-for circumstances may render desirable. Should, for instance, two stories of equal merit prove worthy of a prize, the prize will be either doubled or divided.

For stories unsuccessful in the competition but deemed desirable, we will either award special prizes of not less than $100 each, or make a cash offer. All unsuccessful manuscripts submitted as above, will be returned *as soon as found unavailable*. The conditions being here fully set forth, we cannot enter into correspondence relative thereto.

IMPORTANT. No story will be considered unless all the conditions are followed. Don't hold your story till the latest moment, but send it early, thus facilitating earliest possible decision.

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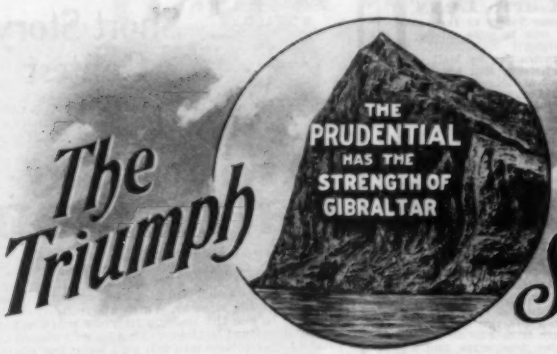

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THE WORLD'S FAIR CONTEST CO., 6801 DELMAR AVENUE, ST. LOUIS, MISSOURI

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Pen will be sent free for examination. After purchase and 6 days' trial, money will be refunded if pen is unsatisfactory.
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Here's a chance for the man or woman who will tell a clever short story. Ten Thousand Six Hundred Dollars cash in sums from $100 to $1,500 for stories for

The Black Cat

It matters not if you are unknown — if your story is worth reading here's your Stepping Stone to Success. Every State of the Union contains men and women who achieved fame and fortune through THE BLACK CAT, which pays nothing for name or reputation of a writer, but the highest price in the world for clever, original Short Stories.

While scores of Literary Men, Journalists, and Educators have proved successful in THE BLACK CAT contests, HUNDREDS of men and women in plain, every-day life have carried off rich prizes. In its last story contest, the Faculties of a dozen or more colleges were represented among the winners, yet the $2,100.00 prize was won by Clifton C. Osborne, Fort Worth, Texas, who had never before written a story; and the second prize of $1,300.00 went to Mrs. Clark Dooley, Houston, Missouri. THE BLACK CAT has in a single day paid more than twelve thousand dollars cash to winners in one of its story contests.

Read carefully the $10,600.00 offer on the following page. Sleep over it. If you then feel sure that your own life doesn't contain a short story worth telling, worth reading, you may at least make $10.00 by using the following coupon as directed.

Cut along this dotted line.

$10 COUPON. THE BLACK CAT $10,600 STORY CONTEST.

We will pay ten dollars cash to the person who will send this coupon to some friend and induce that friend to send to THE BLACK CAT a story that will win a prize in its $10,600 contest closing October 12, 1904.
The person who cuts out and sends the coupon to a friend must write his own name and address here

.....

.....
The friend who writes the story must write his name and address here

.....

.....
and must send us the coupon with his story.

Only one coupon may be enclosed with a story.

No story will be considered at all unless submitted strictly in accordance with the conditions which appear in THE BLACK CAT—of newsdealers everywhere, 5 cents, or of us.

THE SHORTSTORY PUBLISHING COMPANY, 144 HIGH STREET, BOSTON.

$10,600 in Cash for Short Stories

We will pay the following cash prizes for short stories. In addition we will pay special prizes of $100 or more each, and purchase at prices satisfactory to the writers tales found available but which fail to win prizes. We want original, out-of-the-ordinary stories, as short as possible. Bright, clean, humorous tales are especially desired, but no stories with more than one-tenth dialect. The morbid and unpleasant should be avoided rather than emphasized. Every story will be judged solely on its merits — name or fame of writer will carry absolutely no weight. The successful stories will be published in

The Black Cat

First Prize - - - - - -	$1,500	6th to 10th	5 Prizes, $200 each - $1,000
Second Prize - - - - -	1,000	11th to 30th	20 Prizes, $150 each - 3,000
Third Prize - - - - -	500		
Fourth Prize - - - - -	300	31st to 60th	30 Prizes, $100 each - 3,000
Fifth Prize - - - - -	300		

TOTAL, $10,600 CASH

CONDITIONS. 1. Every story must be strictly original and must, neither wholly nor in part, have appeared in print in any language.

2. Each manuscript must bear at the top of the first page the writer's real name and address in full (if it is desired that the story be published under a pen name, that must likewise be given), as also the number of words it contains, which may range from 1,000 to 5,000. Other things being equal, the shorter of two stories will be preferred.

3. Manuscripts must be plainly written (with typewriter or pen) on one side of paper only on sheets not larger than 8 x 11 inches, must be sent flat or folded, not rolled, *postage fully prepaid*, and accompanied by addressed and stamped envelopes for return. Letters advising submittal of stories must be *enclosed with manuscripts*, not sent separately, and to prevent loss the name and address of the sender should be on back of envelope. Manuscripts will be received and returned only at writers' risk.

4. With every manuscript there must be enclosed, *in the same envelope*, one yearly subscription to THE BLACK CAT, together with 50 cents to pay therefor. On subscriptions to foreign countries 24 cents must be added for postage; but Canada, Mexico, Cuba, and our territorial possessions do not require foreign postage. Remit by draft, postal or express money order, or registered letter. One- or two-cent postage stamps in perfect condition will also be accepted. If competitors are already subscribers to THE BLACK CAT or submit more than one manuscript we will, if they so instruct us, extend their existing subscriptions or enter the new ones in the names of other parties. Any competitor may send as many stories as desired, but with each story all conditions must be complied with.

5. All envelopes containing manuscripts as above must be plainly marked "For Competition," and addressed, "The Shortstory Publishing Company, 144 High Street, Boston, Mass." Their receipt will be acknowledged as promptly as possible.

6. The competition will close October 12, 1904. The awards will be paid within 60 days thereafter, and announced in the earliest possible issue of THE BLACK CAT. We reserve the right to make such changes in awarding the prizes as unlooked-for circumstances may render desirable. Should, for instance, two stories of equal merit prove worthy of a prize, the prize will be either doubled or divided.

For stories unsuccessful in the competition but deemed desirable, we will either award special prizes of not less than $100 each, or make a cash offer. All unsuccessful manuscripts submitted as above, will be returned *as soon as found unavailable*. The conditions being here fully set forth, we cannot enter into correspondence relative thereto.

IMPORTANT. No story will be considered unless all the conditions are followed. Don't hold your story till the latest moment, but send it early, thus facilitating earliest possible decision.

The Shortstory Publishing Company, Boston, Mass.

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12 2-Cent Stamps

the issues for three months will be sent. If you come to the Fair, I want to meet you. I want you to "know Joe Chapple" and what he stands for. I want you to get acquainted with "The National." I particularly want you to read the leading article in the July number, entitled "Early Ideals of Great Men," containing essays by John D. Rockefeller on "Freedom," "Education," "Recollections of the Past," etc. You will understand then why Senator Allison says, "It is my favorite periodical," and why Senator Frye says, "It is one of our best magazines." Make a memorandum now to meet Joe Chapple in the Liberal Arts Palace at the Fair.

Mrs. Chapple and I are planning a trip to London and Paris in September. We intend taking five subscribers with us, all expenses paid. If you accept the above offer, you may be one of them.

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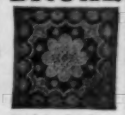

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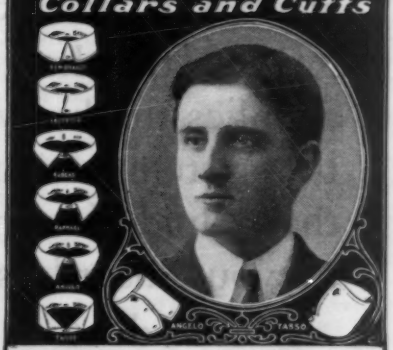

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THE BEER THAT MADE MILWAUKEE FAMOUS

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They fit neatly over the diaper and fasten securely without pins. Made of Stork Sheeting, the famous **waterproof** fabric. Contain no rubber. Keep baby's skirts and dresses perfectly dry and sweet. They are light and cool, wash as easily as a handkerchief, and will not heat, chafe or irritate. Made in three sizes — small, medium and large. Adjustable — perfect fit assured. Ask your dry goods dealer for Stork Pants.

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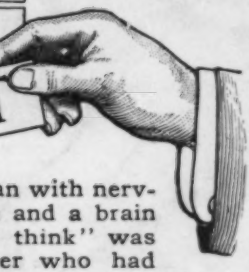

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